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PROGRAMME D'EXPANSION COMMERCIALE ET INDUSTRIELLE

RAPPORT TRIMESTRIEL DES ACTIVITÉS ET DES RÉSULTATS

JUILLET - SEPTEMBRE 1987
(2^e TRIMESTRE, AF 1987-88)



JANVIER 1988

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JUILLET - SEPTEMBRE 1987 (2^e TRIMESTRE, ANNÉE FINANCIÈRE 1987-88)

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- ENSEMBLE DU PROGRAMME COMMERCIAL (À L'ÉCHELLE MONDIALE)
- AFRIQUE ET MOYEN-ORIENT
- ASIE ET PACIFIQUE
- EUROPE
- AMÉRIQUE LATINE ET ANTILLES
- ÉTATS-UNIS

**JUILLET - SEPTEMBRE 1987
(2^e TRIMESTRE, AF 1987-88)**



PROGRAMME D'ETUDE-LUX COMMERCIALE ET INDUSTRIELLE

RAPPORT TRIMESTRIEL
DES ACTIVITES ET DES RESULTATS



EXERCICE - PERIODE 1987
1^{er} TRIMESTRE (du 01-01-87 au 31-03-87)

JANVIER 1988
APPEL EN ASSEMBLEE

DIRECTION DE LA RECHERCHE
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INTRODUCTION

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II. RÉSUMÉS DES ACTIVITÉS

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- AFRIQUE ET MOYEN-ORIENT
- ASIE ET PACIFIQUE
- EUROPE
- AMÉRIQUE LATINE ET ANTILLES
- ÉTATS-UNIS

Dans chaque section, les renseignements sont présentés dans l'ordre suivant:

- Afrique et Moyen-Orient
- Asie et Pacifique
- Europe
- Amérique latine et Antilles
- États-Unis

INTRODUCTION

Le présent rapport trimestriel des résultats et activités du Programme commercial couvre la période de juillet à septembre 1987 et contient des renseignements tirés de la partie concernant le suivi des résultats commerciaux du Système de planification et de suivi. Il a été établi d'après les rapports présentés, au 30 novembre 1987 par quatre-vingt-huit (88) missions réparties dans les cinq grandes régions du monde.

Le rapport se divise en deux grandes sections:

La section I, qui suit, comprend six résumés des résultats du programme; soit un résumé pour chaque grande région et un pour "toutes les régions", c'est-à-dire un résumé mondial. Pour chaque région, le résumé présente:

- les activités commerciales et leurs points saillants;
- des statistiques clés sur les demandes de renseignements relatives au commerce et aux investissements;
- le nombre de visites de gens d'affaires.

La section II renferme un "Rapport d'activités" pour chaque région et ses missions respectives. Dans toute cette section, tous les rapports sont présentés de la même façon, quel que soit le regroupement géographique effectué. Les "activités" sont subdivisées en activités du Programme commercial (article A à I) et activités se rapportant à d'autres programmes de la mission (article J). Pour chaque activité, on a indiqué le temps moyen consacré aux activités commerciales par les agents canadiens et les agents recrutés sur place chargés du programme commercial et d'autres programmes. Il y a également pour chaque activité une rubrique "Total du temps consacré", qui doit être considérée comme un indice du nombre d'années-personnes relatif aux agents de programme. Enfin, chaque rapport indique la charge de travail par activité.

Dans chaque section, les renseignements sont présentés dans l'ordre suivant:

- Afrique et Moyen-Orient
 - Asie et Pacifique
 - Europe
 - Amérique latine et Antilles
 - États-Unis
-



RÉSUMÉ DES RÉSULTATS - RAPPORT LES DÉTAILS

ACTIVITÉS COMMERCIALES

De juillet à septembre 1987, quatre-vingt-huit missions ont rapporté les activités commerciales suivantes:

1. 180 VENTES À LIÉGÉRIATION D'UNE VALEUR DE 974 MILLIONS \$ (Canada)
2. 304 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 63 NOUVEAUX CONTRATS/VENTES/ARRANGÉS SOUS LE NOM D'UN CLIENT DE 131,0 MILLIONS DE DOLLARS
4. 61 INVESTISSEMENTS EN ADRESSE EN CANADA, EN MEXIQUE GRAND PAYS ET AU PORTUGAL, D'UNE VALEUR DE 161 MILLIONS DE DOLLARS
5. 5 NOUVEAUX INITIATIVES D'INVESTISSEMENT CANADIEN À L'ÉCHELLE D'UNE VALEUR DE 12 MILLIONS DE DOLLARS
6. 23 TRANSFÈRES DE TECHNOLOGIE D'UNE VALEUR DE 71 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Vente de drones de reconnaissance d'une valeur de 250 millions \$ (Israël)
- o Vente de soudeuse d'une valeur de 110 millions \$ (Israël)
- o Investissement d'une valeur de 10 millions \$ pour la production au Canada de cylindres d'aluminium (Portugal)
- o Vente d'aéroscopie d'une valeur de 48 millions \$ (Belgique)
- o Entreprise d'une valeur de 20 millions \$ pour le service du nickel (Canada)
- o Vente de rails d'une valeur de 10 millions \$ (Belgique)
- o Vente d'autobus d'une valeur de 8 millions \$ (Belgique)
- o Entreprise et vente d'un système de télécommunications d'une valeur de 30 millions \$ (Belgique)

SECTION I

RÉSUMÉ DES RÉSULTATS

DU PROGRAMME

INDICATEURS CLÉS pour les quatre-vingt-huit missions ayant donné des rapports trimestriels

RÉGIONS:	Missions		Part des Ventes à l'Exportation		Valeur des Ventes à l'Exportation	
	Somme	Rapports	%	\$	\$	\$
Afrique et Moyen-Orient	18	18	32	58	245	
Asie et Pacifique	19	18	97	187	278	
Europe	26	27	51	136	316	
Amérique Latine et Antilles	14	14	80	121	91	
États-Unis	13	13	100	100	29	
	<u>92</u>	<u>88</u>	<u>56</u>	<u>360</u>	<u>975</u>	

RÉGIONS:	Demande de Renseignements par Le Client		Demande de Renseignements sur l'Investissement		Visite de Gens d'Affaires	
	Global	Locale	Global	Locale	Global	Locale
Afrique et Moyen-Orient	5454	3089	28	197	579	1791
Asie et Pacifique	6949	9594	277	437	1618	3149
Europe	6564	5775	295	406	1507	1748
Amérique Latine et Antilles	4346	3436	75	115	560	1007
États-Unis	1200	5993	28	405	1798	3588
	<u>27507</u>	<u>28233</u>	<u>682</u>	<u>2130</u>	<u>3062</u>	<u>11283</u>

RÉSULTATS DU PROGRAMME - TOUTES LES RÉGIONS

ACTIVITÉS COMMERCIALES

De juillet à septembre 1987, quatre-vingt-huit missions ont rapporté les activités commerciales suivantes:

1. 380 VENTES A L'EXPORTATION D'UNE VALEUR DE 976 MILLIONS DE DOLLARS
2. 364 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 63 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 131.8 MILLIONS DE DOLLARS
4. 63 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE, D'UNE VALEUR DE 161 MILLIONS DE DOLLARS.
5. 5 NOUVELLES INITIATIVES D'INVESTISSEMENT CANADIEN A L'ÉTRANGER D'UNE VALEUR DE 12 MILLIONS DE DOLLARS.
6. 22 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 71 MILLIONS DE DOLLARS.

POINTS SAILLANTS

- o Vente de drones de reconnaissance d'une valeur de 250 millions \$ (Bonn)
- o Vente de soufre d'une valeur de 120 millions \$ (Rabat)
- o Investissement d'une valeur de 100 millions \$ pour la production au Canada de culasse d'aluminium (Paris)
- o Vente d'aéronefs d'une valeur de 48 millions \$ (Beijing)
- o Coentreprise d'une valeur de 40 millions \$ dans le secteur du nickel (Seoul)
- o Vente de rails d'une valeur de 36 millions \$ (Caire)
- o Vente d'autobus d'une valeur de 8 millions \$ (San Francisco)
- o Coentreprise et vente d'un système de téléphone sans fil d'une valeur de 30 millions \$ (Belgrade)

STATISTIQUES CLÉS pour les quatre-vingt-huit missions ayant fourni des rapports trimestriels

MISSIONS:	Missions		Nbre des Ventes à l'Exportation	Valeur des Ventes à l'Exportation \$M
	Somme	Rapports		
Afrique et Moyen-Orient	18	16	32	249
Asie et Pacifique	19	18	97	278
Europe	28	27	63	316
Amérique Latine et Antilles	14	14	80	94
États-Unis	13	13	108	39
	<u>92</u>	<u>88</u>	<u>380</u>	<u>976</u>

	Demande de Renseignements sur le Commerce		Demande de Renseignements sur l'Investissement		Visite de Gens d'Affaires	
	Cdne	Locale	Cdne	Locale	Cdne	Locale
Afrique et Moyen-Orient	3454	3869	58	157	579	1791
Asie et Pacifique	6949	9594	277	437	1618	3149
Europe	6664	5775	292	436	1507	1748
Amérique Latine et Antilles	4540	3430	55	95	560	1007
États-Unis	6200	5595	278	905	1798	3588
	<u>27807</u>	<u>28263</u>	<u>960</u>	<u>2030</u>	<u>6062</u>	<u>11283</u>

RÉSULTATS DU PROGRAMME - AFRIQUE ET MOYEN-ORIENT

ACTIVITÉS COMMERCIALES

De juillet à septembre 1987, seize missions ont rapporté les activités commerciales suivantes:

1. 32 VENTES A L'EXPORTATION D'UNE VALEUR DE 249 MILLIONS DE DOLLARS
2. 34 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 2 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 2 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE
5. 0 INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 1 TRANSFERT DE TECHNOLOGIE D'UNE VALEUR DE 10 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Vente de soufre d'une valeur de 120 millions \$ (Rabat)
- o Vente de rails d'une valeur de 36 millions \$ (Caire)
- o Vente de tabac d'une valeur de 20 millions \$ (Caire)
- o Transfert de technologie dans le domaine sismique d'une valeur de 10 millions \$ (Amman)
- o Vente d'aéronef Twin Otter d'une valeur de 3 millions \$ (Riyadh)
- o Nouvelle entente commerciale d'une valeur de 5 millions \$ pour un système d'irrigation (Riyadh)
- o Vente d'un système de sécurité d'une valeur de 1 million \$ (Kuwait)

STATISTIQUES CLÉS

pour les seize missions qui ont fourni des renseignements sur leur charge de travail

		RAPPORTS A:	
		GAT	GMT
Nbre de demandes de renseignements sur le commerce	Cdne	2455	999
	Locale	2476	1393
Nbre de demandes de renseignements sur l'investissement	Cdne	12	46
	Locale	19	138
Nbre de visites de gens d'affaires	Cdne	262	317
	Locale	972	819

RÉSULTATS DU PROGRAMME - ASIE ET PACIFIQUE

ACTIVITÉS COMMERCIALES

De juillet à septembre 1987, dix-huit missions ont rapporté les activités commerciales suivantes:

1. 97 VENTES A L'EXPORTATION D'UNE VALEUR DE 278 MILLIONS DE DOLLARS
2. 46 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 17 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 100 MILLIONS DE DOLLARS
4. 2 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE, D'UNE VALEUR DE 11 MILLIONS DE DOLLARS
5. 1 INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 3 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 40 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Vente d'aéronef d'une valeur de 48 millions \$ (Beijing)
- o Coentreprise dans le secteur du nickel d'une valeur de 40 millions \$ (Seoul)
- o Vente d'une valeur de 20 millions \$ à l'armée thaïlandaise (Bangkok)
- o Vente de whiskey canadien d'une valeur de 15 millions \$ (Tokyo)
- o Vente d'équipement téléphonique d'une valeur de 8 millions \$ (Shanghai)
- o Investissement au Canada d'une valeur de 5 millions \$ dans le secteur des pièces d'automobile (Tokyo)
- o Vente d'un système de transfert de bagages d'une valeur de 6 millions \$ (Singapour)
- o Vente de claviers de télécommunication d'une valeur de 2 millions \$ (Wellington)

STATISTIQUES CLÉS pour les dix-huit missions qui ont fourni des renseignements sur leur charge de travail

RAPPORTS A:

		PST	PNC/PNJ
Nbre de demandes de renseignements sur le commerce	Cdne	4450	2499
	Locale	7129	2465
Nbre de demandes de renseignements sur l'investissement	Cdne	50	227
	Locale	105	332
Nbre de visites de gens d'affaires	Cdne	676	942
	Locale	1658	1491

RÉSULTATS DU PROGRAMME - EUROPE

ACTIVITÉS COMMERCIALES

De juillet à septembre 1987, vingt-sept missions ont rapporté les activités commerciales suivantes:

1. 63 VENTES A L'EXPORTATION D'UNE VALEUR DE 316 MILLIONS DE DOLLARS
2. 128 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 2 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 30 MILLIONS DE DOLLARS
4. 20 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE, D'UNE VALEUR DE 109 MILLIONS DE DOLLARS
5. 1 INVESTISSEMENT CANADIEN DANS LE TERRITOIRE D'UNE VALEUR DE 8 MILLIONS DE DOLLARS
6. 18 TRANSFERTS DE TECHNOLOGIE D'UNE VALEUR DE 21 MILLIONS DE DOLLARS

POINTS SAILLANTS

- o Vente de drones de reconnaissance d'une valeur de 250 millions \$ (Bonn)
- o Investissement d'une valeur de 100 millions \$ pour la production au Canada de culasse d'aluminium (Paris)
- o Coentreprise et vente d'un système de téléphone sans fil d'une valeur de 30 millions \$ (Belgrade)
- o Vente de minerai de fer d'une valeur de 29 millions \$ (Bucharest)
- o Investissement au Canada d'une valeur de 19 millions \$ (Oslo)
- o Investissement canadien d'une valeur de 8 millions \$ dans le territoire (Dublin)
- o Nouvelle entente commerciale d'une valeur de 4 millions \$ pour la vente de semence bovine (London)
- o 2 ventes de bois et pâte à papier d'une valeur de 4 millions \$ (Ankara)

STATISTIQUES CLÉS

pour les vingt-sept missions qui ont fourni des renseignements sur leur charge de travail

RAPPORTS A:

		RWT	RBT
Nbre de demandes de renseignements sur le commerce	Cdn	4861	1803
	Local	5080	695
Nbre de demandes de renseignements sur l'investissement	Cdn	277	15
	Local	434	2
Nbre de visites de gens d'affaires	Cdn	1256	251
	Local	1413	335

RÉSULTATS DU PROGRAMME - AMÉRIQUE LATINE ET ANTILLES

ACTIVITÉS COMMERCIALES

De juillet à septembre 1987, quatorze missions ont rapporté les activités commerciales suivantes:

1. 80 VENTES A L'EXPORTATION D'UNE VALEUR DE 94 MILLIONS DE DOLLARS
2. 52 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 6 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE
4. 0 INVESTISSEMENT ÉTRANGER AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE
5. 1 INVESTISSEMENT CANADIEN DANS LE TERRITOIRE
6. 0 TRANSFERT DE TECHNOLOGIE

POINTS SAILLANTS

- o Ventes de graines oléagineuses d'une valeur de 21 millions \$ (Mexico)
- o Vente de blé d'une valeur de 13 millions \$ (Lima)
- o Vente d'équipement scientifique d'une valeur de 8 millions \$ (Brasilia)
- o Contrat d'une valeur de 8 millions \$ pour la conception de navire arctique (Sao Paulo)
- o Contrat d'une valeur de 5 millions \$ pour un terminus d'aéroport (Havana)
- o Vente d'équipement pour centrale téléphonique d'une valeur de 3 millions \$ (Kingston)
- o Contrat d'une valeur de 2 millions \$ pour transfert technologique de services de consultation concernant un système d'égout (Bridgetown)
- o Vente de vaches laitières d'une valeur de 3 millions \$ (Caracas) (Kingston)

STATISTIQUES CLÉS

pour les quatorze missions qui ont fourni des renseignements sur leur charge de travail

		<u>RAPPORTS A:</u>	
		<u>LCT</u>	<u>LST</u>
Nbre de demandes de renseignements sur le commerce	Cdne	1260	3280
	Locale	803	2627
Nbre de demandes de renseignements sur l'investissement	Cdne	35	20
	Locale	19	76
Nbre de visites de gens d'affaires	Cdne	267	293
	Locale	471	536

RÉSULTATS DU PROGRAMME - ÉTATS-UNIS

ACTIVITÉS COMMERCIALES

De juillet à septembre 1987, treize missions ont rapporté les activités commerciales suivantes:

1. 108 VENTES A L'EXPORTATION D'UNE VALEUR DE 39 MILLIONS DE DOLLARS
2. 104 NOUVEAUX CLIENTS/CONTRATS DE REPRÉSENTATION
3. 4 NOUVELLES COENTREPRISES/NOUVEAUX ACCORDS DE LICENCE D'UNE VALEUR DE 1,8 MILLION DE DOLLARS
4. 39 INVESTISSEMENTS ÉTRANGERS AU CANADA, DE NATURE INDUSTRIELLE ET COMMERCIALE, D'UNE VALEUR DE 41 MILLIONS DE DOLLARS
5. 2 INVESTISSEMENTS CANADIENS DANS LE TERRITOIRE D'UNE VALEUR DE 4 MILLIONS DE DOLLARS
6. 0 TRANSFERT DE TECHNOLOGIE

POINTS SAILLANTS

- o 8 investissements variés dans l'industrie canadienne d'une valeur de 26 millions \$ (New York)
- o Vente d'autobus d'une valeur de 8 millions \$ (San Francisco)
- o Vente d'équipement pour lancement de missile d'une valeur de 4 millions \$ (Minneapolis)
- o Investissement dans le territoire pour la production de bobines de fil de fer d'une valeur de 4 millions \$ (Boston)
- o Vente d'équipement de pipeline d'une valeur de 3 millions \$ (Buffalo)
- o Vente de pneus d'une valeur de 1,6 million \$ (Détroit)
- o Coentreprise d'une valeur de 1,3 million \$ relative à la technologie des turbines d'avionnerie (Cleveland)
- o Vente de circuits imprimés d'une valeur de 1,3 million \$ (Los Angeles)

STATISTIQUES CLÉS pour les treize missions qui ont fourni des renseignements sur leur charge de travail

	RAPPORTS A:	
	UTE	UTW
Nbre de demandes de renseignements sur le commerce	Cdne	3359
	Locale	2401
Nbre de demandes de renseignements sur l'investissement	Cdne	249
	Locale	582
Nbre de visites de gens d'affaires	Cdne	1058
	Locale	1507

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRENTINE 2 DE L'EXERCICE 1987

TAUX TOTAL

		HONNAIRÉ	STRENGTHES		TEMPS TOTAL
			COÛTS	ENGAGÉS	HEURE-TRAVAIL
A. DEMANDES/SERV/EXPORT	DU CANADA	27007	15.19	26.52	41.71
	DES TERRITOIRES	28263	8.79	19.06	27.85
B. VISITES A DES CLIENTS DE TERRIT.	VISITES :	7267	4.92	4.69	9.61
C. PROJETS & EVENEMENT/PROJ. DE EXP.	SECTION II	522	2.63	3.86	6.49
	MISIONS :	435	4.50	4.74	9.24
	AUTRES :	87	2.92	3.76	6.68
D. RAPPORTS ECONOMIQUES/COMMER.		133	1.11	3.26	4.37
E. DEMANDES/APPUI/EXPANSION/INVEST.	DU PROGRAMME	760	1.62	1.11	2.73
	DES TERRITOIRES :	2070	2.74	2.23	4.97
F. PROG. APPUI TECH. DEMANDES/SERV.	DU CANADA :	368	0.84	0.35	1.19
	CONTACT ORGANISES :	227	0.32	0.58	0.90
G. PARTICIP. DE EVENEN. LIEE AU PROG.	AU CANADA :	93	2.00	1.70	3.70
H. DEMANDES DE SERV. /OCC. DE RENTALE-RAE GANTS		7990	4.16	5.10	9.26
	D'AUTRES GOUVERNEMENTS				
	-CONTACTS :	3134	4.23	2.97	7.20
	-RAPPORTS :	602	1.82	1.49	3.31
I. ADMINISTRATION	ORIGINATION DU PROG. & ADMIN.		18.87	2.37	21.24
	CONSEIL. DEVELOPPEMENT PROG.		16.65	10.45	27.10
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			6.25	1.38	7.63
TOTALS			99.28	99.95	199.23

OMBRE/VISITE/CLIENTS D'AFFAIRES DU CANADA : 6012
DE TERRIT. : 11082

OMBRE/CHANGEMENTS/PROJETS/ORGANISATIONS : 1004

OMBRE/POSTES REPLETES PAR LES AGENTS-CANADIENS : 200
-ENGAGES SUR PLACE : 210

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

GRAND TOTAL

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 27807	15.19	26.23	86.70
DES TERRITOIRES	: 28263	8.79	19.06	58.34
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 7267	9.92	9.69	41.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 322	2.63	5.86	17.80
MISSIONS	: 435	4.50	4.74	19.32
AUTRES	: 467	2.92	3.56	13.56
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 1133	4.11	3.36	15.62
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 960	1.63	1.11	5.74
DES TERRITOIRES	: 2030	2.70	2.25	10.36
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA : 368	0.84	0.85	3.55
CONTACT ORGANISES	: 227	0.52	0.58	2.31
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 93	2.08	0.70	5.81
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 1990	4.18	2.10	13.11
D'AUTRES GOUVERNEMENTS	-CONTACTS : 3134	4.23	2.97	15.06
-RAPPORTS	: 807	1.87	1.49	7.04
I. ADMINISTRATION:				
GESTION DU PROGR. & ADMIN.	: 10.87	2.37	27.61	
CONGES, DEVELOPPEMENT PROF	: 16.65	10.65	57.01	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION	: 6.25	2.38	18.03	
***** TOTAUX *****		99.88	99.95	417.97

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 6062
DE TERRIT. : 11283

~~NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1026~~

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 208
-ENGAGES SUR PLACE : 210

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

REGION : AFRIQUE MOYEN-ORIENT AFRIQUE ET MOYEN-ORIENT

		NOMBRE	TEMPS OFFIC. (GENS ENG/SP)	TEMPS-TOTAL (GENS-TOT)
A. DEMANDES/SERV/EXPORT	DU CANADA	3454	18.36	24.75
	DES TERRITOIRES	3659	10.36	23.09
B. VISITES A DES CLIENTS	<u>GAT</u> TERRIT. VISITES		12.94	14.04
	<u>GMT</u>			1.44
C. PROJETS & EVENEMENT/PRODOT DU EXP.	FOIRES	1	2.04	2.04
	MISSIONS		4.52	2.43
	AUTRES		0.92	1.73
D. RAPPORTS ECONOMIQUES	*ALGER		5.00	2.94
	*DAKAR			0.79
E. DEMANDES/APPUI/EXPANS	HARARE		1.64	1.13
	KINSHASA		1.68	1.47
	LAGOS			0.24
	NAIROBI			0.08
	RABAT			0.65
	TUNIS			0.37
	YAOUNDÉ			1.25
F. PARTICIP US EVENEM. L.		7	1.60	0.65
G. DEMANDES DE SERV/DIRIG		91	3.96	1.21
	D'AUTRES GOUVERNEMENTS	160	4.28	0.82
		59	1.80	2.34
H. ADMINISTRATIF			6.92	1.13
			12.08	12.84
I. SERVICES A D'AUTRE			7.94	3.62
				3.33
* Le rapport trimestriel de cette mission n'était pas disponible				
**** TOTAUX ****			100.00	99.91
NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA			3454	
DE TERRIT.			3659	
NOMBRE/DEMANDES/PME/OBSERVATIONS			43	
NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS			25	
-ENGAGES SUR PLACE			23	

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

REGION : AFRIQUE MOYEN-ORIENT

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	3454	18.36	10.29
DES TERRITOIRES	3869	10.36	7.90
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	1248	12.84	6.44
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	12	2.04	1.39
MISSIONS :	19	4.52	1.69
AUTRES :	27	0.92	0.63
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	84	5.00	1.79
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	58	1.84	0.72
DES TERRITOIRES :	157	1.68	0.76
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	13	0.84	0.24
CONTACT ORGANISES :	6	0.00	0.05
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	7	1.60	0.55
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	91	3.96	1.27
D'AUTRES GOUVERNEMENTS -CONTACTS :	160	4.28	1.26
-RAPPORTS :	59	1.80	0.97
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		6.92	1.99
CONGES, DEVELOPPEMENT PROF :		15.08	6.73
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		7.96	3.33
***** TOTAUX *****		100.00	48.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 579
DE TERRIT. : 1791

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 63

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 25
-ENGAGES SUR PLACE : 23

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : ABIDJAN

		NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	235	26.50	0.81
	DES TERRITOIRES	211	5.50	0.40
B. VISITES A DES CLIENTS DS TERRIT.	VISITES :	138	19.50	0.58
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES :	3	0.00	0.01
	MISSIONS :	1	0.00	0.01
	AUTRES :	1	0.00	0.02
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		0	0.00	0.00
	DES TERRITOIRES	1	0.50	0.01
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00
	CONTACT ORGANISES	1	0.00	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		12	2.50	0.05
	D'AUTRES GOUVERNEMENTS -CONTACTS	27	18.50	0.37
	-RAPPORTS	3	2.00	0.07
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			7.50	0.15
	CONGES, DEVELOPPEMENT PROF		17.50	0.51
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :			0.00	0.00
***** TOTAUX *****			100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 22
DE TERRIT. : 18

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

87/12/23

MISSION : ACCRA

		NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	11	15.00	0.25
	DES TERRITOIRES	21	20.00	0.30
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	18	30.00	0.40
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	0.00	0.00
	MISSIONS	0	0.00	0.00
	AUTRES	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		2	5.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		8	5.00	0.15
	DES TERRITOIRES	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	0	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS		2	5.00	0.05
	D'AUTRES GOUVERNEMENTS -CONTACTS	2	5.00	0.05
	-RAPPORTS	3	3.00	0.03
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			5.00	0.05
	CONGES, DEVELOPPEMENT PROF		5.00	0.05
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			2.00	0.57
***** TOTAUX *****			100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 0
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : ADDIS ABEBA

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 120	2.00	0.37
DES TERRITOIRES	: 30	6.00	0.19
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	10	2.00	0.14
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	0	0.00	0.00
MISSIONS :	0	0.00	0.00
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	2.00	0.02
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	0	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	0	0.00	0.00
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		0.00	0.00
CONGES, DEVELOPPEMENT PROF :		0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		88.00	1.28
***** TOTAUX *****		100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 7
DE TERRIT. : 20

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : HARARE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 169	15.00	15.00
DES TERRITOIRES	: 287	10.00	25.00
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	36	0.00	10.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	5.00	5.00
MISSIONS :	6	15.00	5.00
AUTRES :	2	5.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	4	5.00	5.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	2	5.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	0	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	0	10.00	5.00
-RAPPORTS :	0	5.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	0.00
CONGES, DEVELOPPEMENT PROF :		5.00	15.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		10.00	15.00
***** TOTAUX *****		100.00	100.00
			2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 10
DE TERRIT. : 157

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : KINSHASA

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 262	21.00	0.41
DES TERRITOIRES	: 336	10.00	0.50
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 28	3.00	0.25
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES	: 1	0.00	0.01
MISSIONS	: 1	3.00	0.04
AUTRES	: 0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 1	1.00	0.01
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	0.00	0.00
DES TERRITOIRES	: 0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 1	1.00	0.02
CONTACT ORGANISES	: 0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 1	12.00	0.12
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 0	0.00	0.00
D'AUTRES GOUVERNEMENTS			
-CONTACTS	: 5	5.00	0.10
-RAPPORTS	: 2	0.00	0.10
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 10.00	0.00	0.10
CONGES, DEVELOPPEMENT PROF	: 30.00	0.00	0.30
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION	: 4.00	0.00	0.04
***** TOTAUX *****		100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 14
DE TERRIT. : 70

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : LAGOS

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA :	501	17.00	32.00
DES TERRITOIRES :	1056	16.50	42.50
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	104	20.00	7.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	0	0.00	0.00
MISSIONS :	0	0.00	0.00
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	2	0.00	5.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	2	2.50	0.00
DES TERRITOIRES :	5	1.50	2.50
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	2	2.50	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	12	6.50	0.00
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	5.00
CONGES, DEVELOPPEMENT PROF :		0.00	6.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		23.50	0.00
***** TOTAUX *****		100.00	100.00
			4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 20
DE TERRIT. : 487

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : NAIROBI

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	300	19.00	39.00	0.58
	DES TERRITOIRES	275	24.00	26.00	0.50
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	94	33.00	12.00	0.45
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	1	0.00	1.00	0.01
	MISSIONS	1	1.00	0.00	0.01
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		3	2.00	0.00	0.02
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		0	0.00	0.00	0.00
	DES TERRITOIRES	9	1.00	1.00	0.02
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA		0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA		0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		10	2.00	12.00	0.14
	D'AUTRES GOUVERNEMENTS -CONTACTS	3	0.00	0.00	0.00
	-RAPPORTS	13	2.00	4.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			12.00	5.00	0.17
	CONGES, DEVELOPPEMENT PROF		0.00	0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			4.00	0.00	0.04
***** TOTAUX *****			100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 22
DE TERRIT. : 36

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 7

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : RABAT

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 454	25.00	0.60
DES TERRITOIRES	: 90	5.00	0.30
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	42	10.00	0.20
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00
MISSIONS :	1	10.00	0.15
AUTRES :	1	0.00	0.03
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	5	5.00	0.07
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	4	1.00	0.01
F. PROC. APPORT. TECHN. DEMANDES/SERV. DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	5	3.00	0.06
D'AUTRES GOUVERNEMENTS -CONTACTS :	15	2.00	0.04
-RAPPORTS :	3	2.00	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		2.00	0.02
CONGES, DEVELOPPEMENT PROF :		33.00	0.48
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.00	0.02
***** TOTAUX *****		100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 46
DE TERRIT. : 69

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : TUNIS

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 228	18.00	0.38
DES TERRITOIRES	: 142	7.00	0.22
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	93	10.00	0.25
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	1	5.00	0.15
MISSIONS :	2	20.00	0.30
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	7.00	0.07
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	1	0.00	0.02
D'AUTRES GOUVERNEMENTS -CONTACTS :	6	3.00	0.06
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.05
CONGES, DEVELOPPEMENT PROF :		25.00	0.50
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00
***** TOTAUX *****		100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 54
DE TERRIT. : 63

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : YAOUNDE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 175	27.50	27.00
DES TERRITOIRES	: 28	11.50	16.00
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 40	14.50	24.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES	: 0	0.00	0.00
MISSIONS	: 2	5.00	14.00
AUTRES	: 0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 5	5.00	10.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	8.00	0.00
DES TERRITOIRES	: 0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 0	1.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 0	5.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS	: 0	2.50	0.00
-RAPPORTS	: 0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 7.50	0.00	0.15
CONGES, DEVELOPPEMENT PROF	: 12.50	9.00	0.34
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		0.00	0.00
***** TOTAUX *****		100.00	100.00
			3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 67
DE TERRIT. : 52

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : AMMAN

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	85	20.00	0.70
DES TERRITOIRES	93	15.00	0.55
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	79	15.00	0.55
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	15.00	0.45
MISSIONS :	0	0.00	0.00
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	14	10.00	0.16
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	3	0.00	0.04
DES TERRITOIRES :	12	2.00	0.08
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	7	5.00	0.09
D'AUTRES GOUVERNEMENTS -CONTACTS :	9	0.00	0.00
-RAPPORTS :	7	5.00	0.15
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		3.00	0.03
CONGES, DEVELOPPEMENT PROF :		5.00	0.15
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.00	0.05
***** TOTAUX *****		100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 28
DE TERRIT. : 38

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BAGHDAD

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 320	15.00	0.40
DES TERRITOIRES	: 70	5.00	0.22
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	110	10.00	0.28
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	10.00	0.40
MISSIONS :	0	0.00	0.00
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	13	10.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	3	2.00	0.02
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	11	5.00	0.05
D'AUTRES GOUVERNEMENTS -CONTACTS :	8	3.00	0.05
-RAPPORTS :	5	2.00	0.03
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	0.15
CONGES, DEVELOPPEMENT PROF :		25.00	0.27
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		3.00	0.03
***** TOTAUX *****		100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 13
DE TERRIT. : 5

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : LE CAIRE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	78	25.00	1.51
DES TERRITOIRES	575	8.33	0.70
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	59	6.66	0.46
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	0	0.00	0.00
MISSIONS :	0	0.00	0.00
AUTRES :	0	0.00	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	20	14.33	0.54
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	7	5.33	0.19
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	2	0.00	0.04
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	1.00	0.03
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	6	1.66	0.07
D'AUTRES GOUVERNEMENTS -CONTACTS :	7	3.33	0.10
-RAPPORTS :	5	2.00	0.12
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		13.33	0.40
CONGES, DEVELOPPEMENT PROF :		15.00	0.61
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		4.00	0.15
***** TOTAUX *****		99.97	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 73
DE TERRIT. : 552

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : KUWAIT

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 155	8.00	0.56
DES TERRITOIRES	: 200	8.00	0.66
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	110	11.00	0.44
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	3	8.00	0.26
MISSIONS :	2	5.00	0.18
AUTRES :	7	5.00	0.18
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	6	6.00	0.14
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	25	3.00	0.08
DES TERRITOIRES :	80	5.00	0.20
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	1	4.00	0.08
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	6	5.00	0.12
D'AUTRES GOUVERNEMENTS -CONTACTS :	45	3.00	0.08
-RAPPORTS :	6	4.00	0.10
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		4.00	0.10
CONGES, DEVELOPPEMENT PROF :		16.00	0.72
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.00	0.10
***** TOTAUX *****		100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 165
DE TERRIT. : 91

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 11

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : RIYADH

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 249	14.00	14.00	0.98
DES TERRITOIRES	: 373	11.00	25.00	1.19
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 229	12.00	15.00	0.93
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 0	0.00	0.00	0.00
MISSIONS	: 3	11.00	4.00	0.56
AUTRES	: 11	2.00	1.00	0.11
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 9	5.00	1.00	0.23
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 4	1.00	0.00	0.04
DES TERRITOIRES	: 31	2.00	3.00	0.17
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 0	0.00	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 2	4.00	5.00	0.31
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 28	11.00	1.00	0.47
D'AUTRES GOUVERNEMENTS				
-CONTACTS	: 16	2.00	0.00	0.08
-RAPPORTS	: 7	2.00	0.00	0.08
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 2	2.00	0.00	0.08
CONGES, DEVELOPPEMENT PROF	: 18	18.00	24.00	1.44
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		3.00	7.00	0.33
***** TOTAUX *****		100.00	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 23
DE TERRIT. : 133

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

87/12/23

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : TEL AVIV

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA :	112	20.00	22.00	0.64
DES TERRITOIRES :	82	5.00	10.00	0.25
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	58	10.00	12.00	0.34
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	0	0.00	0.00	0.00
MISSIONS :	0	0.00	0.00	0.00
AUTRES :	5	0.00	8.00	0.16
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	0.00	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	14	5.00	5.00	0.15
DES TERRITOIRES :	8	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	11	10.00	1.00	0.12
CONTACT ORGANISES :	3	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	1	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	5	0.00	0.00	0.00
-RAPPORTS :	5	0.00	8.00	0.16
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	2.00	0.14
CONGES, DEVELOPPEMENT PROF :		40.00	32.00	1.04
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 15
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTÈME DE SUITE DU PROGRAMME COMMERCIAL

RAPPORT CHARGÉ DE TRAVAIL
DES AGENTS

97/12/23

TRIMESTRE X DE L'EXERCICE 1997

MISSION		TEL AVIV		MONTREAL		TOTAL	
ACTIVITE	PROG	ACTIVITE	PROG	ACTIVITE	PROG	ACTIVITE	PROG
A. DEMANDES DE TRAVAIL	112	20 00	22 00	112	20 00	112	22 00
B. VISITES A DES CLIENTS DE TERRITOIRES	30	10 00	12 00	30	10 00	30	12 00
C. PROJETS & SUIVI DE TRAVAIL	0	0 00	0 00	0	0 00	0	0 00
D. RAPPORTS ECONOMIQUES	0	0 00	0 00	0	0 00	0	0 00
E. DEMANDES DE TRAVAIL	12	0 00	0 00	12	0 00	12	0 00
F. PRODUIT FINANCIER	11	10 00	1 00	11	10 00	11	1 00
G. PARTICIPER A DES EVENEMENTS	0	0 00	0 00	0	0 00	0	0 00
H. DEMANDES DE TRAVAIL	8	0 00	0 00	8	0 00	8	0 00
I. ADMINISTRATIF	40	40 00	2 00	40	40 00	40	2 00
J. SERVICES A D'AUTRES PROGRAMMES DE LA MISSION	0	0 00	0 00	0	0 00	0	0 00
TOTAL	202	100 00	38 00	202	100 00	202	38 00

NOMBRE VISITEURS & AFFAIRES DU CANADA DE TRAVAIL

NOMBRE DEMANDES DE TRAVAIL

NOMBRE PROJETS DE TRAVAIL

NOMBRE RAPPORTS ECONOMIQUES

NOMBRE DEMANDES DE TRAVAIL

NOMBRE PRODUIT FINANCIER

NOMBRE PARTICIPER A DES EVENEMENTS

NOMBRE DEMANDES DE TRAVAIL

NOMBRE ADMINISTRATIF

NOMBRE SERVICES A D'AUTRES PROGRAMMES DE LA MISSION

SYSTEME DES BUREAUX DU PROGRAMME COMMERCIAL

RAPPORT/CHARGES DE TRAVAIL
DES AGENTS

TRIMESTRE - 2^E DE L'EXERCISE 1967

REGION : ASIE-PACIFIQUE

ASIE ET PACIFIQUE

	NOMBRE	TRIMESTRE OFFIC.		ANNUAL-TOTAL
		COUVERS	ENG/EP	
A. DEMANDES/SERV/EXPORT	DU CANADA : 6948	16.73	24.54	41.27
	DES TERRITOIRES : 7394	7.94	21.07	29.01
B. VISITES A DES POSTES DE TERRIT.	VISITES : <u>PNC/PNJ</u>	12.43	10.08	22.51
C. PROJETS & EVENEMENTS/PROMOT. DES EXPORTATIONS	FOIRES : 74	2.04	3.00	5.04
	MISSIONS : BEIJING	5.43	4.01	9.44
	AUTRES : HONG KONG	1.78	3.68	5.46
D. RAPPORTS ECON. COMMERCIAUX TERMINEES	SEOUL	4.40	3.33	7.73
	SHANGHAI			
	TOKYO	1.23	2.01	3.24
E. DEMANDER/APPEL INVEST. DU CANADA	DES TERRITOIRES : 67	1.69	3.36	5.05
F. PRODU. APPORT TECH. DES/BERV. DU CANADA	CONTACT ORGANISES : 22	0.27	0.31	0.58
	CONTACT ORGANISES : 13	0.05	0.04	0.09
G. PARTICIP. DES EVENEMENTS AU PROG. AU CANADA	22	2.31	0.55	2.86
H. DEMANDES DE SECTEUR MENTALE-NAE RAPTS	1265	4.65	2.95	7.60
	-CONTACTS : 1216	3.96	4.23	8.19
	-RAPPORTS : 49	1.77	0.64	2.41
I. ADMINISTRATION: GESTION DU PROG. & ADMIN.		0.94	2.66	3.60
	CONGES, DEVELOPPEMENT PROF	16.44	6.88	23.32

* Le rapport trimestriel de cette mission n'était pas disponible

TOTAL		99.82	99.94	199.76
NOMBRE/VISITES/SERV. D'AFFAIRES DU CANADA	1419			
DE TERRIT.	3149			
NOMBRES/CHARGES/POSTES/OBSERVATIONS	302			
NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS		30	36	66
-ENGAGES SUR PLACE		31		31

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SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

87/12/23

TRIMESTRE 2 DE L'EXERCISE 1987

REGION : ASIE PACIFIQUE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	6949	16.75	22.23
DES TERRITOIRES	9594	7.94	15.37
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	2376	11.43	11.78
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	76	2.84	4.23
MISSIONS :	129	5.43	6.22
AUTRES :	80	2.78	3.46
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	371	4.43	4.27
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	277	1.23	1.74
DES TERRITOIRES :	437	1.69	2.80
F. PROG. APPORT TECHN. DEMANDES/SERV			
DU CANADA :	22	0.27	0.32
CONTACT ORGANISES :	15	0.05	0.04
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	22	2.31	1.78
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	1166	4.65	3.85
D'AUTRES GOUVERNEMENTS -CONTACTS :	1216	5.56	5.39
-RAPPORTS :	233	1.77	1.46
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		8.96	6.56
CONGES, DEVELOPPEMENT PROF :		18.44	14.21
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		3.29	3.26
***** TOTAUX *****		99.82	108.97

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 1618
DE TERRIT. : 3149

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 302

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 58
-ENGAGES SUR PLACE : 51

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BANGKOK

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	471	13.00	29.66
DES TERRITOIRES	307	8.50	19.33
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	146	9.00	12.33
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	6	1.00	2.66
MISSIONS :	20	4.50	12.00
AUTRES :	2	0.75	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	19	1.25	1.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	10	0.25	2.00
DES TERRITOIRES :	28	0.75	1.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	2	2.50	0.00
H. DEMANDES DE SERV./ORIG. GOV'MENTALE-MAE RAPTS :	153	10.50	8.33
D'AUTRES GOUVERNEMENTS -CONTACTS :	138	6.50	11.66
-RAPPORTS :	27	2.50	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		7.50	0.00
CONGES, DEVELOPPEMENT PROF :		30.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.50	0.00
***** TOTAUX *****		100.00	99.97

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 147
DE TERRIT. : 138

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 15

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : CANBERRA

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	244	4.66	0.41
DES TERRITOIRES	31	1.66	0.06
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	13	5.00	0.16
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	4	2.66	0.08
MISSIONS :	1	0.33	0.01
AUTRES :	8	4.66	0.14
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	30	5.00	0.15
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	4	1.33	0.04
DES TERRITOIRES :	6	1.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.33	0.01
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	35	16.66	0.50
D'AUTRES GOUVERNEMENTS -CONTACTS :	115	12.33	0.45
-RAPPORTS :	9	1.33	0.04
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		23.33	1.29
CONGES, DEVELOPPEMENT PROF :		13.66	0.44
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		6.00	0.19
***** TOTAUX *****		99.94	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 8
DE TERRIT. : 5

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : COLOMBO

		NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	40	0.00	0.00
	DES TERRITOIRES	105	0.00	0.00
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	0	0.00	0.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	1	0.00	0.00
	MISSIONS	0	0.00	0.00
	AUTRES	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		2	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		3	0.00	0.00
	DES TERRITOIRES	2	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		0	0.00	0.00
	D'AUTRES GOUVERNEMENTS	0	0.00	0.00
	-CONTACTS	0	0.00	0.00
	-RAPPORTS	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			0.00	0.00
	CONGES, DEVELOPPEMENT PROF		0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			0.00	0.00
***** TOTAUX *****			0.00	0.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 4
DE TERRIT. : 3

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 0
-ENGAGES SUR PLACE : 0

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : ISLAMABAD

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	110	15.00 32.00	0.79
DES TERRITOIRES	196	7.00 25.00	0.57
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	25	3.00 2.00	0.07
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	0.00 3.50	0.07
MISSIONS :	0	0.00 0.00	0.00
AUTRES :	0	0.00 0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	0.00 0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00 0.00	0.00
DES TERRITOIRES :	3	0.00 1.50	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00 0.00	0.00
CONTACT ORGANISEES :	0	0.00 0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00 0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	2	7.00 2.00	0.11
D'AUTRES GOUVERNEMENTS -CONTACTS :	19	3.00 3.50	0.10
-RAPPORTS :	0	0.00 0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		15.00 4.00	0.23
CONGES, DEVELOPPEMENT PROF :		48.00 5.00	0.58
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.00 21.50	0.45
***** TOTAUX *****		100.00 100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 35
DE TERRIT. : 55

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : JAKARTA

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	200	37.00	36.66	2.58
DES TERRITOIRES	138	15.75	26.00	1.41
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	120	30.00	6.66	1.40
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	4	3.75	5.00	0.30
MISSIONS :	4	2.50	1.66	0.15
AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	0.00	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00	0.00
DES TERRITOIRES :	3	1.25	0.00	0.05
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	1	1.25	0.00	0.05
D'AUTRES GOUVERNEMENTS -CONTACTS :	24	0.75	10.00	0.33
-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		4.25	0.00	0.17
CONGES, DEVELOPPEMENT PROF :		1.50	2.33	0.13
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.00	11.66	0.43
***** TOTAUX *****		100.00	99.97	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 62
DE TERRIT. : 156

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 23

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

87/12/23

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : KUALA LAMPUR

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	522	18.00	0.96
DES TERRITOIRES	322	8.66	0.47
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	142	13.33	0.42
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	7	0.66	0.02
MISSIONS :	17	11.66	0.43
AUTRES :	13	1.33	0.04
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	37	4.33	0.13
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	2	0.00	0.00
DES TERRITOIRES :	6	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	2	5.33	0.16
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	14	4.33	0.21
D'AUTRES GOUVERNEMENTS -CONTACTS :	132	5.00	0.17
-RAPPORTS :	31	1.66	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.33	0.39
CONGES, DEVELOPPEMENT PROF :		14.00	0.51
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.33	0.04
***** TOTAUX *****		99.95	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 113
 DE TERRIT. : 115

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 10

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
 -ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : MANILLE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	415	21.50	0.96
DES TERRITOIRES	229	10.00	0.50
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	116	9.00	0.53
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00
MISSIONS :	4	5.00	0.36
AUTRES :	6	1.50	0.03
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	6	3.50	0.12
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	3	0.00	0.00
DES TERRITOIRES :	11	0.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	0.00	0.30
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	18	6.00	0.12
D'AUTRES GOUVERNEMENTS -CONTACTS :	102	5.00	0.28
-RAPPORTS :	17	3.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		7.50	0.15
CONGES, DEVELOPPEMENT PROF :		26.00	0.52
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.00	0.04
***** TOTAUX *****		100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 66
DE TERRIT. : 80

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 6

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : MELBOURNE

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS.	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	397	9.50	30.00	0.79
DES TERRITOIRES	420	6.00	22.00	0.56
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	65	15.00	6.50	0.43
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	3	5.00	11.00	0.32
MISSIONS :	1	0.00	5.00	0.10
AUTRES :	0	2.00	0.00	0.04
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	3.50	0.00	0.07
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	12	3.00	0.00	0.06
DES TERRITOIRES :	8	3.50	0.50	0.08
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	1.00	0.00	0.02
CONTACT ORGANISES :	0	0.50	0.00	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	1.50	0.00	0.03
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	4	4.50	1.00	0.11
D'AUTRES GOUVERNEMENTS -CONTACTS :	1	1.00	0.00	0.02
-RAPPORTS :	0	3.00	2.00	0.10
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		8.00	3.50	0.23
CONGES, DEVELOPPEMENT PROF :		12.00	17.50	0.59
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		21.00	1.00	0.44
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 17
DE TERRIT. : 289

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : NEW DELHI

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA :	608	12.60	1.77
DES TERRITOIRES :	1466	42.75	2.33
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	170	8.40	0.73
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00
MISSIONS :	2	1.80	0.17
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	20	3.60	0.18
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	3	6.20	0.31
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	2	0.40	0.05
D'AUTRES GOUVERNEMENTS -CONTACTS :	63	4.20	0.28
-RAPPORTS :	13	0.00	0.01
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.45
CONGES, DEVELOPPEMENT PROF :		44.00	2.65
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.40	0.07
***** TOTAUX *****		100.00	9.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 67
 DE TERRIT. : 315

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 11

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 5
 -ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SINGAPOURE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	413	15.50	0.87
DU CANADA		28.00	
DES TERRITOIRES	280	10.00	0.53
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	127	5.50	0.75
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	12.50	0.50
MISSIONS :	1	2.50	0.10
AUTRES :	2	0.50	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	23	5.00	0.14
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	8	1.50	0.03
DES TERRITOIRES :	4	1.50	0.04
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	2	0.00	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	22	4.50	0.09
D'AUTRES GOUVERNEMENTS -CONTACTS :	45	3.00	0.11
-RAPPORTS :	5	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.10
CONGES, DEVELOPPEMENT PROF :		33.00	0.67
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00
***** TOTAUX *****		100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 89
DE TERRIT. : 190

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 23

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SYDNEY

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	836	21.00	20.00	1.22
DES TERRITOIRES	3400	18.00	29.00	1.52
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	211	10.00	18.00	0.92
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	3	0.00	12.00	0.48
MISSIONS :	0	0.00	0.00	0.00
AUTRES :	5	0.00	3.00	0.12
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	7	0.00	2.00	0.08
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	6	4.00	0.00	0.08
DES TERRITOIRES :	17	6.00	2.00	0.20
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	2	1.00	1.00	0.06
CONTACT ORGANISES :	1	1.00	0.00	0.02
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	18.00	0.00	0.36
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	0	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	0	0.00	0.00	0.00
-RAPPORTS :	3	2.00	2.00	0.12
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		15.00	3.00	0.42
CONGES, DEVELOPPEMENT PROF :		4.00	8.00	0.40
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 38
DE TERRIT. : 264

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 31

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : WELLINGTON

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	194	11.00	1.03
DU CANADA			
DES TERRITOIRES	235	8.50	0.88
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	137	11.50	0.55
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00
MISSIONS :	1	0.00	0.08
AUTRES :	6	2.50	0.27
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	13	5.00	0.70
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	2	0.00	0.00
DES TERRITOIRES :	17	3.00	0.08
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	10	5.50	0.16
D'AUTRES GOUVERNEMENTS -CONTACTS :	7	0.50	0.04
-RAPPORTS :	2	0.50	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	0.20
CONGES, DEVELOPPEMENT PROF :		29.50	0.59
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		12.50	0.36
***** TOTAUX *****		100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 30
DE TERRIT. : 48

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 32

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : PEKIN

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	507	26.10	15.00	2.76
DES TERRITOIRES	95	4.10	20.00	0.61
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	187	12.50	0.00	1.25
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	9	2.00	0.00	0.20
MISSIONS :	23	8.00	0.00	0.80
AUTRES :	9	5.40	45.00	0.99
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	46	4.80	0.00	0.48
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	15	0.50	0.00	0.05
DES TERRITOIRES :	9	0.30	0.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	3	0.20	0.00	0.02
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	3	1.00	0.00	0.10
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	726	5.20	0.00	0.52
D'AUTRES GOUVERNEMENTS -CONTACTS :	120	10.00	20.00	1.20
-RAPPORTS :	74	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		6.90	0.00	0.69
CONGES, DEVELOPPEMENT PROF :		11.40	0.00	1.14
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.60	0.00	0.16
***** TOTAUX *****		100.00	100.00	11.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 307
DE TERRIT. : 140

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 76

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 10
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : HONG KONG

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	432	12.00	0.84
DES TERRITOIRES	914	6.33	0.84
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	155	13.66	0.48
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	7	5.66	0.22
MISSIONS :	7	6.00	0.29
AUTRES :	2	6.66	0.23
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	3	0.66	0.16
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	42	1.33	0.29
DES TERRITOIRES :	97	4.00	0.67
F. PROG. APPORT TECHN. DEMANDES/SERV			
DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.02
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	51	3.33	0.18
D'AUTRES GOUVERNEMENTS			
-CONTACTS :	267	14.33	0.55
-RAPPORTS :	14	1.33	0.04
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		14.00	0.52
CONGES, DEVELOPPEMENT PROF :		7.33	0.55
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.66	0.11
***** TOTAUX *****		98.28	5.99

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 184
DE TERRIT. : 138

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 28

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : OSAKA

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	87	5.00	0.40
DES TERRITOIRES	64	5.00	0.40
B. VISITES A DES CLIENTS DS TERRIT. VISITES	52	10.00	0.40
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES	3	10.00	0.40
MISSIONS	4	5.00	0.20
AUTRES	1	10.00	0.30
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	25	5.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	12	5.00	0.20
DES TERRITOIRES	5	5.00	0.20
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	0	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	3	5.00	0.10
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	11	5.00	0.20
D'AUTRES GOUVERNEMENTS -CONTACTS	15	5.00	0.30
-RAPPORTS	5	5.00	0.10
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		5.00	0.10
CONGES, DEVELOPPEMENT PROF		10.00	0.40
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		5.00	0.20
***** TOTAUX *****		100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 86
DE TERRIT. : 63

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SEOUL

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	370	12.00	39.00	1.92
DES TERRITOIRES	312	7.00	22.00	1.09
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	97	5.00	5.00	0.35
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	2.00	3.00	0.18
MISSIONS :	9	12.00	7.00	0.64
AUTRES :	4	0.00	1.00	0.04
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	12	5.00	4.00	0.31
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	11	3.00	0.00	0.09
DES TERRITOIRES :	13	2.00	0.00	0.06
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	63	2.00	8.00	0.38
D'AUTRES GOUVERNEMENTS -CONTACTS :	27	5.00	5.00	0.35
-RAPPORTS :	0	7.00	0.00	0.21
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		15.00	0.00	0.45
CONGES, DEVELOPPEMENT PROF :		20.00	6.00	0.84
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		3.00	0.00	0.09
***** TOTAUX *****		100.00	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 74
DE TERRIT. : 320

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SHANGHAI

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	176	16.00	35.00	1.02
DES TERRITOIRES	41	2.50	10.00	0.25
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	51	6.00	12.50	0.37
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00	0.00
MISSIONS :	6	16.00	16.00	0.64
AUTRES :	1	2.50	0.00	0.05
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	18	5.00	0.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	1	1.00	1.00	0.04
DES TERRITOIRES :	1	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISEES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	6.00	0.00	0.12
H. DEMANDES DE SERV./ORIG. GV'MENTALE--MAE RAPTS :	7	1.50	3.00	0.09
D'AUTRES GOUVERNEMENTS -CONTACTS :	35	2.00	8.50	0.21
-RAPPORTS :	12	3.50	6.50	0.20
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.00	0.10
CONGES, DEVELOPPEMENT PROF :		19.00	0.00	0.38
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		14.00	7.50	0.43
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 76
DE TERRIT. : 90

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : TOKYO

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 927	12.00	13.00	2.76
DES TERRITOIRES	: 1039	8.00	15.00	2.60
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 562	11.00	11.00	2.42
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 26	4.00	8.00	1.36
MISSIONS	: 29	6.00	10.00	1.80
AUTRES	: 21	3.00	7.00	1.14
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 111	9.00	5.00	1.50
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 146	2.00	5.00	0.80
DES TERRITOIRES	: 207	3.00	8.00	1.26
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 17	1.00	1.00	0.22
CONTACT ORGANISES	: 12	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 6	1.00	1.00	0.22
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 47	5.00	1.00	0.62
D'AUTRES GOUVERNEMENTS -CONTACTS	: 106	4.00	1.00	0.52
-RAPPORTS	: 21	3.00	1.00	0.42
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		8.00	1.00	0.92
CONGES, DEVELOPPEMENT PROF		19.00	11.00	3.22
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		1.00	1.00	0.22
***** TOTAUX *****		100.00	100.00	22.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 215
DE TERRIT. : 740

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 15

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 10
-ENGAGES SUR PLACE : 12

SYSTEME SUITE PROGRAMME COMMERCIAL

02/12/77

PARQUETAGE DE REVENUS
DES REVENUS

02/12/77

TRIMESTRE DE LA PERIODE FINANCIERE

MISSION : TOKYO

TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT
PERIODE	PERIODE	PERIODE	PERIODE	PERIODE	PERIODE
12.00	12.00	12.00	12.00	12.00	12.00
5.50	5.50	5.50	5.50	5.50	5.50

TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT
12.00	12.00	12.00	12.00	12.00	12.00
1.14	1.14	1.14	1.14	1.14	1.14

TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT
12.00	12.00	12.00	12.00	12.00	12.00
1.25	1.25	1.25	1.25	1.25	1.25

TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT
12.00	12.00	12.00	12.00	12.00	12.00
0.22	0.22	0.22	0.22	0.22	0.22

TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT
12.00	12.00	12.00	12.00	12.00	12.00
2.22	2.22	2.22	2.22	2.22	2.22

TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT
12.00	12.00	12.00	12.00	12.00	12.00
22.00	22.00	22.00	22.00	22.00	22.00

TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT
12.00	12.00	12.00	12.00	12.00	12.00
22.00	22.00	22.00	22.00	22.00	22.00

TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT	TYPE-DEBIT
12.00	12.00	12.00	12.00	12.00	12.00
22.00	22.00	22.00	22.00	22.00	22.00





SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

REGION : EUROPE DE L'EST

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	1803	13.33	20.00	3.40
DES TERRITOIRES	695	2.11	6.18	0.87
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	341	9.22	5.90	1.48
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	11	7.55	10.09	1.79
MISSIONS :	59	8.77	10.45	1.94
AUTRES :	89	0.44	3.09	0.38
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	125	4.88	4.72	0.96
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	15	0.44	0.00	0.04
DES TERRITOIRES :	2	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	11	0.00	0.18	0.02
CONTACT ORGANISES :	5	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	150	5.55	3.27	0.86
D'AUTRES GOUVERNEMENTS -CONTACTS :	408	1.88	4.27	0.64
-RAPPORTS :	48	3.66	2.09	0.56
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		13.00	3.27	1.53
CONGES, DEVELOPPEMENT PROF :		23.22	26.45	5.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.88	0.00	0.53
***** TOTAUX *****		99.93	99.96	20.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 251
DE TERRIT. : 335

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 24

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 9
-ENGAGES SUR PLACE : 11

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

REGION : EUROPE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 4731	11.89	18.64
DES TERRITOIRES	: 5050	8.29	13.39
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	1013	7.93	7.46
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	100	1.93	3.20
MISSIONS :	131	2.41	2.58
AUTRES :	107	3.68	3.76
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	283	3.64	3.94
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	277	2.95	2.18
DES TERRITOIRES :	434	3.47	3.23
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	237	1.72	2.17
CONTACT ORGANISES :	133	1.39	1.35
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	12	1.02	0.60
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	296	4.54	3.77
D'AUTRES GOUVERNEMENTS -CONTACTS :	619	3.89	3.69
-RAPPORTS :	326	1.66	1.89
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		12.31	7.26
CONGES, DEVELOPPEMENT PROF :		19.08	16.32
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		8.10	4.57
***** TOTAUX *****		99.90	100.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 1256
DE TERRIT. : 1413

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 219

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 48
-ENGAGES SUR PLACE : 52

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

REGION : MULTILATERALE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	130	20.00	0.60
DU CANADA			
DES TERRITOIRES	30	5.00	0.15
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	10	5.00	0.15
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	0	0.00	0.00
MISSIONS :	3	3.00	0.09
AUTRES :	2	10.00	0.30
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	1	2.00	0.06
CONTACT ORGANISEES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	5.00	0.15
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	0	5.00	0.15
D'AUTRES GOUVERNEMENTS -CONTACTS :	0	15.00	0.45
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.15
CONGES, DEVELOPPEMENT PROF :		15.00	0.45
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		10.00	0.30
***** TOTAUX *****		100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 0
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 0

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BELGRADE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	147	15.00	0.60
DES TERRITOIRES	52	5.00	0.22
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	46	5.00	0.30
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	2	20.00	0.85
MISSIONS :	5	5.00	0.20
AUTRES :	2	0.00	0.02
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	6	5.00	0.20
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	1	0.50	0.01
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	2	2.50	0.10
D'AUTRES GOUVERNEMENTS -CONTACTS :	123	0.00	0.00
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		13.00	0.26
CONGES, DEVELOPPEMENT PROF :		29.00	1.24
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00
***** TOTAUX *****		100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 35
DE TERRIT. : 28

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BUCHAREST

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	150	7.00	0.33
DES TERRITOIRES	83	4.00	0.24
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	74	15.00	0.41
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	4.00	0.18
MISSIONS :	10	2.00	0.06
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	28	8.00	0.26
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISEES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	29	4.00	0.14
D'AUTRES GOUVERNEMENTS -CONTACTS :	18	2.00	0.10
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		16.00	0.34
CONGES, DEVELOPPEMENT PROF :		8.00	0.64
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		30.00	0.30
***** TOTAUX *****		100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 23
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BUDAPEST

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	188	15.00	0.53
DES TERRITOIRES	8	0.00	0.00
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	58	15.00	0.18
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00
MISSIONS :	3	17.00	0.35
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	10	0.00	0.00
DES TERRITOIRES :	1	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	7	0.00	0.00
CONTACT ORGANISES :	5	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	7	4.00	0.12
D'AUTRES GOUVERNEMENTS -CONTACTS :	116	2.00	0.06
-RAPPORTS :	3	2.00	0.04
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	0.10
CONGES, DEVELOPPEMENT PROF :		30.00	0.57
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.00	0.05
***** TOTAUX *****		100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 66
DE TERRIT. : 17

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

R7/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : MOSCOU

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	349	17.66	1.14
DU CANADA	349	17.66	1.14
DES TERRITOIRES	0	0.00	0.00
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	26	6.00	0.18
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	3	1.66	0.05
MISSIONS :	28	10.33	0.75
AUTRES :	1	0.00	0.02
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	11	5.66	0.17
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	4	1.00	0.03
DES TERRITOIRES :	1	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	40	11.00	0.33
D'AUTRES GOUVERNEMENTS -CONTACTS :	105	1.66	0.35
-RAPPORTS :	37	9.66	0.49
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		7.66	0.23
CONGES, DEVELOPPEMENT PROF :		26.00	1.21
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.66	0.05
***** TOTAUX *****		99.95	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 45
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 7

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : PRAGUE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	: 832	5.00	19.00
DES TERRITOIRES	: 484	2.00	10.00
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 53	9.00	3.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES	: 4	15.00	23.50
MISSIONS	: 12	15.00	17.00
AUTRES	: 1	0.00	1.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	0.00	0.00
DES TERRITOIRES	: 0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 0	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 0	0.00	0.00
D'AUTRES GOUVERNEMENTS	-CONTACTS : 6	2.00	1.00
-RAPPORTS	: 0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 35.00	3.50	0.42
CONGES, DEVELOPPEMENT PROF	: 16.00	22.00	0.60
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		1.00	0.00
***** TOTAUX *****		100.00	100.00
			3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 43
DE TERRIT. : 280

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : VARSOVIE

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	137	10.00	13.50	0.37
DES TERRITOIRES	68	3.00	8.00	0.19
B. VISITES A DES CLIENTS DS TERRIT.	84	16.00	5.00	0.26
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	1	4.00	2.50	0.09
MISSIONS	1	4.00	2.50	0.09
AUTRES	85	4.00	14.00	0.32
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	80	9.00	12.00	0.33
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	0	0.00	0.00	0.00
DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	4	0.00	1.00	0.02
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	72	4.00	6.50	0.17
D'AUTRES GOUVERNEMENTS -CONTACTS	40	6.00	1.50	0.09
-RAPPORTS	8	2.00	0.50	0.03
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		7.00	5.50	0.18
CONGES, DEVELOPPEMENT PROF		19.00	27.50	0.74
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		12.00	0.00	0.12
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 39
DE TERRIT. : 10

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : ANKARA

		NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	551	45.00	37.50	1.20
	DES TERRITOIRES	237	13.00	20.50	0.54
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	71	12.00	9.50	0.31
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	1	1.00	0.00	0.01
	MISSIONS	3	4.00	0.00	0.04
	AUTRES	1	1.00	0.00	0.01
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		38	2.00	7.50	0.17
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		4	0.00	1.00	0.02
	DES TERRITOIRES	2	0.00	1.00	0.02
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA		1	0.00	0.50	0.01
	CONTACT ORGANISES	1	0.00	0.50	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA		0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		10	1.00	3.50	0.08
	D'AUTRES GOUVERNEMENTS -CONTACTS	68	1.00	3.00	0.07
	-RAPPORTS	158	1.00	2.50	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			7.00	0.00	0.07
	CONGES, DEVELOPPEMENT PROF		11.00	13.00	0.37
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			1.00	0.00	0.01
***** TOTAUX *****			100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 45
DE TERRIT. : 33

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : ATHENES

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	238	5.00	34.00
DES TERRITOIRES	169	5.00	19.00
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	56	15.00	6.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	6	0.00	1.00
MISSIONS :	2	5.00	2.00
AUTRES :	2	0.00	2.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	5	2.00	6.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	1	0.00	1.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	10.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	5	5.00	3.00
D'AUTRES GOUVERNEMENTS			
-CONTACTS :	6	0.00	2.00
-RAPPORTS :	6	0.00	2.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	5.00
CONGES, DEVELOPPEMENT PROF :		40.00	17.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		3.00	0.00
***** TOTAUX *****		100.00	100.00
			4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 31
DE TERRIT. : 125

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION- : BONN-

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	188	17.50	1.00
DES TERRITOIRES	121	2.50	0.20
B. VISITES A DES CLIENTS DS TERRIT.	26	5.75	0.33
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES	3	5.00	0.20
MISSIONS	4	2.50	0.10
AUTRES	1	10.00	0.85
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	34	6.25	0.75
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	11	1.25	0.10
DES TERRITOIRES	10	1.25	0.10
F. PROG. APPORT TECHN. DEMANDES/SERV			
DU CANADA	31	2.50	0.40
CONTACT ORGANISES	8	5.00	0.35
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	14	6.25	0.40
D'AUTRES GOUVERNEMENTS	0	0.00	0.00
-CONTACTS	10	2.50	0.40
-RAPPORTS			
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		5.50	0.32
CONGES, DEVELOPPEMENT PROF		7.50	0.33
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		18.75	1.17
***** TOTAUX *****		100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 41
DE TERRIT. : 20

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 3

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BRUXELLES

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	98	8.33	16.00	0.57
DES TERRITOIRES	109	10.00	19.00	0.68
B. VISITES A DES CLIENTS DS TERRIT.	28	6.66	7.50	0.35
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	5	6.00	7.50	0.33
MISSIONS	4	3.33	7.00	0.24
AUTRES	2	0.66	3.00	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	30	3.33	8.50	0.27
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	12	3.33	1.00	0.12
DES TERRITOIRES	15	5.00	1.50	0.18
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	14	5.00	0.00	0.15
CONTACT ORGANISES	12	2.66	0.00	0.08
G. PARTICIP. DS EVENEM. LIES AU PROG.	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	7	3.33	0.00	0.10
D'AUTRES GOUVERNEMENTS				
-CONTACTS	12	2.66	2.50	0.13
-RAPPORTS	4	1.33	4.00	0.12
I. ADMINISTRATION:				
GESTION DU PROGR. & ADMIN.		5.00	0.00	0.15
CONGES, DEVELOPPEMENT PROF		31.66	22.50	1.40
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		1.66	0.00	0.05
***** TOTAUX *****		99.94	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 21
DE TERRIT. : 85

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 10

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BRUXELLES, CAN

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	130	20.00	0.60
DES TERRITOIRES	30	5.00	0.15
B. VISITES A DES CLIENTS DS TERRIT.	10	5.00	0.15
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES	0	0.00	0.00
MISSIONS	3	3.00	0.09
AUTRES	2	10.00	0.30
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	0	0.00	0.00
DES TERRITOIRES	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV			
DU CANADA	1	2.00	0.06
CONTACT ORGANISES	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	1	5.00	0.15
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	0	5.00	0.15
D'AUTRES GOUVERNEMENTS	0	15.00	0.45
-CONTACTS	0	0.00	0.00
-RAPPORTS	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		5.00	0.15
CONGES, DEVELOPPEMENT PROF		15.00	0.45
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		10.00	0.30
***** TOTAUX *****		100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 0
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 0

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : COPENHAGUE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	197	7.00	25.00
DES TERRITOIRES	173	2.00	20.00
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	21	2.00	6.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	0.00	2.50
MISSIONS :	4	0.00	2.50
AUTRES :	3	20.00	2.50
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	9	20.00	5.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	2	5.00	0.00
DES TERRITOIRES :	4	2.00	1.50
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	4	0.00	4.00
CONTACT ORGANISES :	1	0.00	0.50
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	4	8.00	1.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	24	5.00	5.00
-RAPPORTS :	7	2.00	4.50
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		17.00	0.00
CONGES, DEVELOPPEMENT PROF :		8.00	20.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.00	0.00
***** TOTAUX *****		100.00	100.00
			3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 44
DE TERRIT. : 29

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 10

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : DUBLIN

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	147	15.00	0.34
DES TERRITOIRES	198	14.00	0.31
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	31	25.00	0.30
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	3	2.00	0.04
MISSIONS :	3	6.00	0.14
AUTRES :	3	2.00	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	8	9.00	0.15
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	5	3.00	0.05
DES TERRITOIRES :	6	3.00	0.06
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	6	2.00	0.05
CONTACT ORGANISES :	3	1.00	0.05
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	8	3.00	0.10
D'AUTRES GOUVERNEMENTS -CONTACTS :	12	2.00	0.10
-RAPPORTS :	7	1.00	0.09
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		7.00	0.08
CONGES, DEVELOPPEMENT PROF :		3.00	0.05
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.00	0.03
***** TOTAUX *****		100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 0
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : DUSSELDORF

		NOMBRE	%TEMPS-OFFIC. C/DJENS. ENG/SP	TEMPS-TOTAL PERS-TRIM.
A. DEMANDES/SERV/EXPORT	DU CANADA	171	8.33	0.78
	DES TERRITOIRES	190	11.66	0.80
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	96	11.00	0.49
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	15	2.66	0.28
	MISSIONS	7	3.33	0.20
	AUTRES	8	2.66	0.09
D. RAPPORTS ECONDMIQUES/COMMERCIAUX TERMINEES		8	4.33	0.13
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		11	2.66	0.10
	DES TERRITOIRES	14	1.66	0.08
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	14	1.00	0.08
	CONTACT ORGANISES	7	0.66	0.02
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	2	1.66	0.13
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		11	3.33	0.10
	D'AUTRES GOUVERNEMENTS -CONTACTS	63	6.66	0.27
	-RAPPORTS	8	1.33	0.09
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			15.33	0.46
	CONGES, DEVELOPPEMENT PROF		13.33	0.65
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			8.33	0.25
***** TOTAUX *****			99.92	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 17
DE TERRIT. : 26

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 39

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : HELSINKI

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT				
DU CANADA	147	11.00	26.00	0.63
DES TERRITOIRES	221	3.00	12.00	0.27
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	46	9.00	7.00	0.23
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00	0.00
MISSIONS :	2	0.00	10.00	0.20
AUTRES :	1	6.00	1.00	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	16	2.00	6.00	0.14
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	20	3.00	2.00	0.07
DES TERRITOIRES :	33	5.00	4.00	0.13
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	21	2.00	2.00	0.06
CONTACT ORGANISES :	2	1.00	0.00	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	15	7.00	1.00	0.09
D'AUTRES GOUVERNEMENTS -CONTACTS :	50	2.00	7.00	0.16
-RAPPORTS :	13	2.00	4.00	0.10
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		8.00	0.00	0.08
CONGES, DEVELOPPEMENT PROF :		30.00	18.00	0.66
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		9.00	0.00	0.09
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 38
DE TERRIT. : 79

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCICE 1987

MISSION : LISBONNE

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	102	21.00	20.00	0.41
DES TERRITOIRES	43	8.00	5.00	0.13
B. VISITES A DES CLIENTS DS TERRIT.	22	9.00	8.00	0.17
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	1	6.00	4.00	0.10
MISSIONS	2	4.00	4.00	0.08
AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	9	6.00	6.00	0.12
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	0	0.00	0.00	0.00
DES TERRITOIRES	1	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	11	16.00	20.00	0.36
D'AUTRES GOUVERNEMENTS				
-CONTACTS	8	2.00	1.00	0.03
-RAPPORTS	3	5.00	2.00	0.07
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		4.00	0.00	0.04
CONGES, DEVELOPPEMENT PROF		15.00	30.00	0.45
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		4.00	0.00	0.04
***** TOTAUX *****		100.00	100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 24
DE TERRIT. : 43

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

07/12/20

RAPPORT CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : LONDRES

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	704	9.40	28.16	2.16
DES TERRITOIRES	1688	24.00	26.83	2.81
B. VISITES A DES CLIENTS DS TERRIT.	94	6.00	6.00	0.66
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	8	0.00	8.50	0.51
MISSIONS	1	1.00	0.00	0.05
AUTRES	16	2.80	3.33	0.34
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	14	4.00	1.66	0.30
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	47	3.80	0.00	0.19
DES TERRITOIRES	81	2.80	2.66	0.30
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	37	4.60	5.66	0.57
D'AUTRES GOUVERNEMENTS	64	5.40	7.66	0.73
-CONTACTS				
-RAPPORTS	4	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		9.00	6.66	0.85
CONGES, DEVELOPPEMENT PROF		23.00	2.83	1.32
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		4.20	0.00	0.21
***** TOTAUX *****		100.00	99.95	11.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 423
DE TERRIT. : 347

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 23

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 5
-ENGAGES SUR PLACE : 6

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : LYON

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	44	8.00	17.00	0.33
DES TERRITOIRES	147	14.00	23.00	0.51
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 28	6.00	15.00	0.27
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	1	0.00	0.00	0.00
MISSIONS	60	4.50	25.00	0.34
AUTRES	19	2.50	2.00	0.07
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	4	0.50	0.00	0.01
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	2	0.50	0.00	0.01
DES TERRITOIRES	4	1.00	0.00	0.02
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	1	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 4	1.50	0.00	0.03
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	4	1.50	0.00	0.03
D'AUTRES GOUVERNEMENTS				
-CONTACTS	14	3.50	0.00	0.07
-RAPPORTS	20	3.00	0.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		20.00	17.00	0.57
CONGES, DEVELOPPEMENT PROF		18.50	1.00	0.38
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		15.00	0.00	0.30
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 10
DE TERRIT. : 26

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : MADRID

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	325	15.00	26.75	1.37
DES TERRITOIRES	427	12.50	30.25	1.46
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	95	5.00	5.75	0.33
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	0.00	0.25	0.01
MISSIONS :	0	0.00	0.00	0.00
AUTRES :	3	2.50	1.00	0.09
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	19	2.50	2.50	0.15
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	4	1.00	0.25	0.03
DES TERRITOIRES :	15	9.00	0.75	0.21
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	14	6.50	1.50	0.19
CONTACT ORGANISES :	10	1.00	0.50	0.04
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	16	3.00	1.00	0.10
D'AUTRES GOUVERNEMENTS -CONTACTS :	15	1.00	1.00	0.06
-RAPPORTS :	14	1.00	1.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		12.50	1.00	0.29
CONGES, DEVELOPPEMENT PROF :		17.50	21.00	1.19
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		10.00	5.50	0.42
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 46
DE TERRIT. : 141

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 7

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : MILAN

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	261	4.00	0.77
DU CANADA		21.66	
DES TERRITOIRES	237	0.33	0.54
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	42	5.00	0.37
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	9	4.00	0.45
MISSIONS :	4	0.00	0.05
AUTRES :	7	1.66	0.12
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	6	0.00	0.06
DES TERRITOIRES :	28	8.00	0.40
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	26	5.00	0.32
CONTACT ORGANISES :	5	3.66	0.16
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	1.66	0.05
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	0	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	6	12.66	0.38
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		23.33	0.70
CONGES, DEVELOPPEMENT PROF :		25.66	1.48
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.00	0.15
***** TOTAUX *****		99.96	6.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 48
DE TERRIT. : 72

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 19

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

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TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : MUNICH

MISSION : MUNICH

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	123	2.00	0.54
DU CANADA	104	0.00	0.38
DES TERRITOIRES			
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	39	2.00	0.38
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	8	2.00	0.44
MISSIONS :	11	1.00	0.13
AUTRES :	1	4.00	0.12
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	2	1.00	0.07
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	17	6.00	0.18
DES TERRITOIRES :	28	4.00	0.22
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	5	1.00	0.03
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	1.00	0.03
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	4	2.00	0.08
D'AUTRES GOUVERNEMENTS -CONTACTS :	14	4.00	0.12
-RAPPORTS :	2	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		28.00	0.84
CONGES, DEVELOPPEMENT PROF :		26.00	0.96
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		16.00	0.48
***** TOTAUX *****		100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 38
DE TERRIT. : 21

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 10

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : OSLO

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	328	10.00	1.06
DU CANADA		43.00	
DES TERRITOIRES	205	8.00	0.51
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	63	6.50	0.40
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	6.00	0.12
MISSIONS :	3	3.00	0.14
AUTRES :	1	0.50	0.01
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	15	7.50	0.15
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	25	4.00	0.09
DES TERRITOIRES :	54	4.50	0.14
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	13	1.00	0.04
CONTACT ORGANISES :	3	0.50	0.05
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	4.00	0.08
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	11	2.00	0.09
D'AUTRES GOUVERNEMENTS -CONTACTS :	64	2.50	0.10
-RAPPORTS :	6	2.50	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	0.21
CONGES, DEVELOPPEMENT PROF :		26.50	0.73
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.00	0.03
***** TOTAUX *****		100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 128
DE TERRIT. : 57

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 15

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : PARIS

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT :				
DU CANADA :	415	17.66	25.20	2.32
DES TERRITOIRES :	355	7.66	21.60	1.54
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	79	15.33	2.40	1.04
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	12	1.00	4.20	0.27
MISSIONS :	4	1.66	0.40	0.12
AUTRES :	8	3.33	2.00	0.30
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	20	1.33	4.40	0.30
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	28	2.66	1.00	0.21
DES TERRITOIRES :	41	2.66	0.80	0.20
F. PROG. APPORT TECHN. DEMANDES/SERV A DU CANADA :	15	0.66	1.00	0.09
CONTACT ORGANISES :	29	1.33	1.40	0.15
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	3	2.50	0.00	0.15
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	57	5.50	1.60	0.41
D'AUTRES GOUVERNEMENTS -CONTACTS :	94	4.83	1.80	0.38
-RAPPORTS :	19	4.16	1.20	0.31
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		12.33	4.40	0.96
CONGES, DEVELOPPEMENT PROF :		12.16	26.60	2.06
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		3.16	0.00	0.19
***** TOTAUX *****		99.92	100.00	11.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 147
DE TERRIT. : 172

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 41

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 6
-ENGAGES SUR PLACE : 5

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : ROME

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT :			
DU CANADA :	204	20.00	1.28
DES TERRITOIRES :	76	5.00	0.39
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	46	4.00	0.38
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	0.00	0.02
MISSIONS :	4	0.00	0.08
AUTRES :	4	3.00	0.09
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	14	7.00	0.37
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	13	4.00	0.14
DES TERRITOIRES :	6	3.00	0.09
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.04
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	27	8.00	0.34
D'AUTRES GOUVERNEMENTS -CONTACTS :	31	4.00	0.22
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		17.00	0.57
CONGES, DEVELOPPEMENT PROF :		25.00	0.99
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00
***** TOTAUX *****		100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 8
DE TERRIT. : 15

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : STOCKHOLM

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	194	14.00	20.25	1.09
DU CANADA	146	8.00	14.50	0.74
DES TERRITOIRES				
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	56	9.50	7.00	0.47
C. PROJETS & EVENMENT/PROMOT. DS EXP. FOIRES :	8	0.00	4.25	0.17
MISSIONS :	4	6.00	1.50	0.18
AUTRES :	11	5.00	17.50	0.80
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	7	5.00	0.00	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	20	9.50	7.00	0.47
DES TERRITOIRES :	22	5.50	1.00	0.15
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	44	5.00	8.75	0.45
CONTACT ORGANISES :	30	0.00	2.25	0.09
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.75	0.03
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	11	4.00	4.25	0.25
D'AUTRES GOUVERNEMENTS -CONTACTS :	30	1.00	7.50	0.32
-RAPPORTS :	7	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		8.00	1.50	0.22
CONGES, DEVELOPPEMENT PROF :		15.50	2.00	0.39
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		4.00	0.00	0.08
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 73
DE TERRIT. : 35

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 16

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : LA HAYE

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 181	6.66	20.00	0.80
DES TERRITOIRES	: 70	3.33	3.33	0.20
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 41	6.66	3.33	0.30
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 10	0.33	3.33	0.11
MISSIONS	: 7	6.66	3.33	0.30
AUTRES	: 7	5.33	3.33	0.26
D. RAPPORTS ECONDMIQUES/COMMERCIAUX TERMINEES	: 12	0.33	3.33	0.11
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 42	4.00	3.33	0.22
DES TERRITOIRES	: 35	3.33	20.00	0.70
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 19	0.00	3.33	0.10
CONTACT ORGANISES	: 18	3.33	3.33	0.20
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 0	0.00	0.00	0.00
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS	: 36	6.66	3.33	0.30
D'AUTRES GOUVERNEMENTS				
-CONTACTS	: 25	3.33	3.33	0.20
-RAPPORTS	: 28	3.33	3.33	0.20
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 6.66	3.33	0.30	
CONGES, DEVELOPPEMENT PROF	: 13.33	16.66	0.90	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION	: 26.66	0.00	0.80	
***** TOTAUX *****		99.93	99.95	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 46
DE TERRIT. : 44

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

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RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : VIENNE

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	113	2.00	16.50	0.35
DU CANADA	113			
DES TERRITOIRES	134	1.00	16.50	0.34
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	33	4.00	8.50	0.21
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	6	1.00	2.50	0.06
MISSIONS :	2	2.00	0.50	0.03
AUTRES :	9	1.00	3.50	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	19	2.00	6.50	0.15
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	7	1.00	1.50	0.04
DES TERRITOIRES :	35	7.00	5.50	0.18
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	9	4.00	2.00	0.08
CONTACT ORGANISES :	4	3.00	5.00	0.13
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	8	6.00	3.50	0.13
D'AUTRES GOUVERNEMENTS -CONTACTS :	19	3.00	5.50	0.14
-RAPPORTS :	10	3.00	4.00	0.11
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	1.50	0.13
CONGES, DEVELOPPEMENT PROF :		30.00	16.00	0.62
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		20.00	1.00	0.22
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 28
DE TERRIT. : 43

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

07/12/83

RAPPORT/CHARGES DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCICE 1987

REGION : AMERIQUE LATINE AMÉRIQUE LATINE ET ANTILLES

	NOYBRE	TEMPS-OFFIC. CANS	TEMPS-OFFIC. BR/AR	TEMPS-TOTAL PERS-TRAV
DEMANDES/SERV/EXPORT	4540	18.75	23.70	42.45
DU CANADA				
DES TERRITOIRES	2130	11.46	22.80	34.26
<u>LCT</u>				
VISITES A DES CLIENTS DE TERRIT.	1063	10.88	10.88	21.76
PROJETS & EVENEMENT/PRO				
BRIDGETOWN		1.54	1.54	3.08
GUATEMALA		6.42	7.74	14.16
LA HAVANE		1.77	1.74	3.51
KINGSTON		3.85	3.83	7.68
MEXICO		1.07	0.83	1.90
PORT OF SPAIN		0.99	0.32	1.31
SAN JOSE				
BOGOTA		1.54	1.54	3.08
BRASILIA		6.42	7.74	14.16
BUENOS AIRES		1.77	1.74	3.51
CARACAS		3.85	3.83	7.68
LIMA		1.07	0.83	1.90
SANTIAGO		0.99	0.32	1.31
SAO PAULO				
PROG. APPORT TECHNI. DEMANDES/SERV	9	0.29	0.83	1.12
DU CANADA				
CONTACT ORGANISES	15	0.64	0.63	1.27
PARTICIP. DE EVENEM. LIES AU PROG.	8	0.17	1.10	1.27
AU CANADA				
DEMANDES DE SERV./ORIG. OV. MENTALE-RAE RAPTS	171	5.14	1.53	6.67
D'AUTRES GOUVERNEMENTS				
-CONTACTS	235	3.92	2.46	6.38
-RAPPORTS	97	3.33	0.93	4.26
ADMINISTRATION: GESTION DU PROG. & ADMIN.		9.91	0.93	10.84
CONSEIL. DEVELOPPEMENT PROG.		14.66	3.08	17.74
SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		5.17	3.35	8.52
TOTAUX		99.92	99.93	199.85

NOYBRE/VISITES/GENS D'AFFAIRES DU CANADA : 560

DE TERRIT. : 1007

NOYBRE/DEMANDES/PIN/ OBSERVATIONS : 60

NOYBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 28

-ENGAGES SUR PLACE : 30

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

REGION : AMERIQUE LATINE & CARAIB

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT.	DU CANADA : 4540	18.75	35.70	15.96
	DES TERRITOIRES : 3430	11.46	22.50	9.96
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 1068	10.28	10.53	6.04
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES : 24	1.64	3.63	1.55
	MISSIONS : 53	6.42	7.76	4.13
	AUTRES : 53	2.57	1.76	1.25
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 72	3.85	3.33	2.08
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 55	1.07	0.43	0.43
	DES TERRITOIRES : 95	0.89	0.36	0.36
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA : 9	0.25	0.03	0.08
	CONTACT ORGANISES : 13	0.64	0.63	0.37
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA : 4	0.17	1.10	0.38
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 171	5.14	1.43	1.87
	D'AUTRES GOUVERNEMENTS -CONTACTS : 236	3.92	2.46	1.84
	-RAPPORTS : 97	3.35	0.93	1.22
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 9.71	0.93		3.00
	CONGES, DEVELOPPEMENT PROF : 14.64	5.06		5.62
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.17	1.36	1.86
***** TOTAUX *****		99.92	99.93	58.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 560
DE TERRIT. : 1007

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 80

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 28
-ENGAGES SUR PLACE : 30

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BRIDGETOWN

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	253	10.00	0.65
DU CANADA			
DES TERRITOIRES	23	3.00	0.08
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	14	5.00	0.08
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00
MISSIONS :	3	5.00	0.35
AUTRES :	1	25.00	0.25
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	2	1.00	0.01
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	0	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	9	3.00	0.04
-RAPPORTS :	6	5.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.10
CONGES, DEVELOPPEMENT PROF :		33.00	0.33
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		5.00	0.05
***** TOTAUX *****		100.00	2.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 25
DE TERRIT. : 15

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : GUATEMALA

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT : DU CANADA : DES TERRITOIRES :	0 0	0.00 0.00	30.00 30.00
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	0	0.00	10.00
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	0	0.00	0.00
MISSIONS :	1	0.00	10.00
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	0.00	0.00
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISEES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	1	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	0	0.00	5.00
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		0.00	5.00
CONGES, DEVELOPPEMENT PROF :		0.00	0.00
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	10.00
***** TOTAUX *****		0.00	100.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 67
DE TERRIT. : 80

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 0
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : LA HAVANE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	233	19.00	0.71
DES TERRITOIRES	118	8.50	0.36
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	59	20.00	0.74
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	2	0.00	0.07
MISSIONS :	2	5.00	0.10
AUTRES :	11	10.00	0.39
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	1	0.00	0.02
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	5	3.50	0.07
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	7.50	0.33
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	2	0.00	0.10
D'AUTRES GOUVERNEMENTS -CONTACTS :	14	5.00	0.23
-RAPPORTS :	0	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		12.50	0.33
CONGES, DEVELOPPEMENT PROF :		5.00	0.47
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		4.00	0.08
***** TOTAUX *****		100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 27
DE TERRIT. : 20

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 2

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : KINGSTON

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	327	25.00	45.00	1.15
DES TERRITOIRES	320	15.00	34.00	0.83
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	68	15.00	9.00	0.33
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	0	0.00	0.00	0.00
MISSIONS :	1	1.00	1.00	0.03
AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	3	1.00	2.00	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	4	2.00	0.00	0.02
DES TERRITOIRES :	2	0.00	1.00	0.02
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	12	4.00	1.00	0.06
D'AUTRES GOUVERNEMENTS -CONTACTS :	28	2.00	4.00	0.10
-RAPPORTS :	15	0.00	3.00	0.06
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		4.00	0.00	0.04
CONGES, DEVELOPPEMENT PROF :		30.00	0.00	0.30
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		1.00	0.00	0.01
***** TOTAUX *****		100.00	100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 29
DE TERRIT. : 97

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : MEXICO

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	211	6.75	1.53
DU CANADA		42.00	
DES TERRITOIRES	193	6.00	1.01
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	98	9.00	0.50
C. PROJETS & EVENMENT/PROMOT. DS EXP. FOIRES :	2	0.50	0.04
MISSIONS :	8	2.00	0.25
AUTRES :	14	0.50	0.05
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	10	3.00	0.20
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	17	1.25	0.05
DES TERRITOIRES :	10	1.00	0.04
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	1	0.00	0.01
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	0.50	0.02
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	43	10.75	0.51
D'AUTRES GOUVERNEMENTS -CONTACTS :	64	3.50	0.16
-RAPPORTS :	10	2.00	0.08
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		17.25	0.74
CONGES, DEVELOPPEMENT PROF :		28.50	1.33
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		7.50	0.48
***** TOTAUX *****		100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 58
DE TERRIT. : 180

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 10

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 4
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : PORT OF SPAIN

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	106	22.50	25.00	0.95
DU CANADA	69	18.00	24.50	0.85
DES TERRITOIRES				
B. VISITES A DES CLIENTS DS TERRIT. VISITES	31	8.00	11.00	0.38
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	0	0.00	0.00	0.00
MISSIONS	1	5.00	8.50	0.27
AUTRES	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	13	12.50	7.00	0.39
E. DEMANDES/APPUI/EXPANSION/INVEST.				
DU CANADA	2	0.00	2.50	0.05
DES TERRITOIRES	0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	0	0.00	0.00	0.00
CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	1	0.00	1.00	0.02
D'AUTRES GOUVERNEMENTS	17	13.50	6.50	0.40
-CONTACTS	7	6.50	1.00	0.15
-RAPPORTS				
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		3.50	1.00	0.09
CONGES, DEVELOPPEMENT PROF		3.00	11.00	0.28
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		7.50	1.00	0.17
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 24
DE TERRIT. : 39

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SAN JOSE

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	130	20.00	0.48
DU CANADA			
DES TERRITOIRES	80	10.00	0.25
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	17	11.00	0.27
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	2	2.50	0.35
MISSIONS :	3	9.00	0.43
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	1	2.50	0.07
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	7	1.00	0.04
DES TERRITOIRES :	7	0.00	0.03
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	0.00	0.18
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	1	1.50	0.03
D'AUTRES GOUVERNEMENTS -CONTACTS :	5	5.00	0.10
-RAPPORTS :	1	2.50	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		12.50	0.25
CONGES, DEVELOPPEMENT PROF :		15.00	0.30
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		7.50	0.17
***** TOTAUX *****		100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 37
DE TERRIT. : 40

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BOGOTA

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	721	26.66	35.00	1.85
DU CANADA	418	23.33	30.00	1.60
DES TERRITOIRES				
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	178	13.33	13.33	0.80
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	5.00	3.33	0.25
MISSIONS :	1	3.33	3.33	0.20
AUTRES :	6	3.33	3.33	0.20
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	5	5.00	1.66	0.20
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	6	3.33	1.66	0.15
DES TERRITOIRES :	1	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISEES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	4	3.33	1.66	0.15
D'AUTRES GOUVERNEMENTS -CONTACTS :	15	5.00	6.66	0.35
-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		6.66	0.00	0.20
CONGES, DEVELOPPEMENT PROF :		1.66	0.00	0.05
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00	0.00
***** TOTAUX *****		99.96	99.96	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 40
DE TERRIT. : 52

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 4

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BRASILIA

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	130	13.00	0.56
DU CANADA			
DES TERRITOIRES	49	0.00	0.30
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	55	10.00	0.25
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	0.00	0.05
MISSIONS :	4	5.00	0.20
AUTRES :	0	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	5.00	0.25
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	5	0.00	0.00
DES TERRITOIRES :	0	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	69	25.00	0.55
D'AUTRES GOUVERNEMENTS -CONTACTS :	0	0.00	0.00
-RAPPORTS :	27	12.00	0.24
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		5.00	0.10
CONGES, DEVELOPPEMENT PROF :		10.00	0.20
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		15.00	0.30
***** TOTAUX *****		100.00	3.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 23
DE TERRIT. : 8

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 1

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BUENOS AIRES

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA : 706	22.00	50.00	1.94
	DES TERRITOIRES : 482	9.00	17.00	0.69
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	200	15.00	10.00	0.60
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES : 5	1.00	1.00	0.05
	MISSIONS : 5	6.00	7.00	0.33
	AUTRES : 8	2.00	2.00	0.10
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	9	2.00	1.00	0.07
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	2	0.00	0.00	0.00
	DES TERRITOIRES : 1	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	1	0.00	0.00	0.00
	CONTACT ORGANISES : 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	24	4.00	2.00	0.14
	D'AUTRES GOUVERNEMENTS -CONTACTS : 20	3.00	0.00	0.06
	-RAPPORTS : 15	2.00	0.00	0.04
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	1.00	0.23
	CONGES, DEVELOPPEMENT PROF :	18.00	6.66	0.56
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		6.00	2.33	0.19
***** TOTAUX *****		100.00	99.99	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 44
DE TERRIT. : 171

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 8

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : CARACAS

		NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
			CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA	356	15.00	41.66	1.70
	DES TERRITOIRES	240	13.33	13.33	0.80
B. VISITES A DES CLIENTS DS TERRIT.	VISITES	130	9.66	13.66	0.70
C. PROJETS & EVENEMENT/PROMOT. DS EXP.	FOIRES	0	1.00	0.00	0.03
	MISSIONS	5	12.00	3.33	0.46
	AUTRES	11	3.66	1.66	0.16
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES		8	5.66	5.00	0.32
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA		3	1.00	0.00	0.03
	DES TERRITOIRES	8	1.66	0.00	0.05
F. PROG. APPORT TECHN. DEMANDES/SERV	DU CANADA	0	0.00	0.00	0.00
	CONTACT ORGANISES	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG.	AU CANADA	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS		0	3.66	0.00	0.11
	D'AUTRES GOUVERNEMENTS -CONTACTS	23	1.00	0.00	0.03
	-RAPPORTS	1	8.33	4.00	0.37
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.			12.00	0.00	0.36
	CONGES, DEVELOPPEMENT PROF		11.66	16.66	0.85
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			0.33	0.66	0.03
***** TOTAUX *****			99.95	99.96	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 31
DE TERRIT. : 63

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 5

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : LIMA

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA : 393	17.50	39.50	1.14
	DES TERRITOIRES : 455	12.00	34.00	0.92
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	62	6.50	14.50	0.42
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	1	0.00	3.00	0.06
	MISSIONS : 6	11.50	3.00	0.29
	AUTRES : 0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	0	1.00	2.00	0.06
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	4	0.50	0.50	0.02
	DES TERRITOIRES : 65	8.00	3.00	0.22
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	7	3.50	0.00	0.07
	CONTACT ORGANISES : 13	1.50	0.50	0.04
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	0.00	0.00	0.00
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	0	2.50	0.00	0.05
	D'AUTRES GOUVERNEMENTS -CONTACTS : 0	6.50	0.00	0.13
	-RAPPORTS : 0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		8.50	0.00	0.17
	CONGES, DEVELOPPEMENT PROF :	13.00	0.00	0.26
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		7.50	0.00	0.15
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 54
DE TERRIT. : 185

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 12

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SANTIAGO

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	452	32.50	25.00	1.15
DU CANADA				
DES TERRITOIRES	520	21.50	30.50	1.04
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	41	3.50	8.00	0.23
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	5	5.50	12.50	0.36
MISSIONS :	6	11.50	4.50	0.32
AUTRES :	0	0.00	0.00	0.00
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	14	3.00	10.00	0.26
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00	0.00
DES TERRITOIRES :	1	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	0.00	7.50	0.15
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	0	0.00	0.00	0.00
D'AUTRES GOUVERNEMENTS -CONTACTS :	18	1.00	2.00	0.06
-RAPPORTS :	3	2.50	0.00	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		3.00	0.00	0.06
CONGES, DEVELOPPEMENT PROF :		16.00	0.00	0.32
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		0.00	0.00	0.00
***** TOTAUX *****		100.00	100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 36
DE TERRIT. : 57

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 24

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SAO PAULO

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 522	22.50	35.00	1.85
DES TERRITOIRES	: 463	5.50	20.50	0.93
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 115	7.50	12.25	0.64
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 5	4.00	5.25	0.29
MISSIONS	: 7	7.00	16.50	0.80
AUTRES	: 2	0.00	2.50	0.10
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	: 6	5.00	2.00	0.18
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	0.00	0.00	0.00
DES TERRITOIRES	: 0	0.00	0.00	0.00
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	: 0	0.00	0.00	0.00
CONTACT ORGANISES	: 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 1	1.50	0.00	0.03
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 14	5.00	1.25	0.15
D'AUTRES GOUVERNEMENTS -CONTACTS	: 23	2.50	2.00	0.13
-RAPPORTS	: 12	2.50	1.75	0.12
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 14.00	0.00	0.28	
CONGES, DEVELOPPEMENT PROF	: 16.50	1.00	0.37	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		6.50	0.00	0.13
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 65
DE TERRIT. : 0

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 3

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4



SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE : 2 DE L'EXERCICE 1987

ÉTATS-UNIS

DESCRIPTION	UNITÉ	NOMBRE	HEURES-OFFICIELLES		TEMPS-TOTAL	
			CONTRÔLE	TRAVAIL		
DEMANDES/SERV/EXPORT	DU CANADA	5300	12.37	35.17	47.54	
	DES TERRITOIRES	5003	8.64	14.03	22.67	
	<u>UTE</u>					
VISITES A DES CLIENTS	UN TERRIT.	VISITES :	8.43	10.82	19.25	
PROJETS & EVENEMENT/PROG	ATLANTA	EXE.	3.37	10.80	14.17	
	BOSTON	WISCONSIN	3.35	9.78	13.13	
	BUFFALO	AUTRES	3.81	3.91	7.72	
	DALLAS					
	NEW YORK	LES TERMINEES	3.37	6.58	9.95	
	WASHINGTON					
	CHICAGO		3.37	10.80	14.17	
	CLEVELAND		3.35	9.78	13.13	
	DETROIT		3.81	3.91	7.72	
	LOS ANGELES					
	MINNEAPOLIS		3.37	6.58	9.95	
	SAN FRANCISCO		3.37	6.58	9.95	
	SEATTLE		3.37	6.58	9.95	
DEMANDES/APPUI/EXPANSI	DU CANADA	73	1.18	3.50	4.68	
	DES TERRITOIRES	33	0.54	0.67	1.21	
PROG. APPORT TECH. DEMANDEE/SERV	DU CANADA	33	0.54	0.67	1.21	
	CONTACT ORGANISES	33	0.54	0.67	1.21	
PARTICIP. DE EVENEM. LIES AU PROG.	AU CANADA	47	0.13	1.64	1.77	
DEMANDES DE SERV./ORIG. QU'MENTALE-MAC RAPTS		116	2.50	1.04	3.54	
	D'AUTRES GOUVERNEMENTS	-CONTACTS	195	2.46	2.02	4.48
		-RAPPORTS	44	0.54	1.37	1.91
ADMINISTRATION	GESTION DU PROG. & ADMIN		15.04	3.15	18.19	
	CONGES, DEVELOPPEMENT PROF		17.81	10.02	27.83	
SERVICES A D'AUTRE PROGRAMMES DE LA MISSION			7.97	2.86	10.83	
TOTAUX			91.93	149.93	241.86	
NOMBRE/VISITES/GENE D'AFFAIRES DU CANADA		1798				
	DES TERRIT.	3382				
NOMBRE/DEMANDES/PDRE/OBSERVATIONS		534				
EMPL. POSTES REMPLIS PAR LES AGENTS-CANADIENS			37			
	-ENGAGES SUR PLACE		43			

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

REGION : ETATS UNIS

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	6200	12.27	25.67	15.58
DU CANADA				
DES TERRITOIRES	5595	9.64	16.58	10.70
B. VISITES A DES CLIENTS DS TERRIT.	1211	8.45	10.51	7.65
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	99	3.37	10.20	5.64
MISSIONS	41	3.35	3.32	2.67
AUTRES	109	3.81	5.51	3.78
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	198	3.97	2.58	2.58
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	278	1.27	0.37	0.63
DES TERRITOIRES	905	6.21	2.11	3.21
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	75	1.16	0.53	0.66
CONTACT ORGANISES	55	0.56	0.67	0.50
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	47	5.13	1.04	2.35
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	116	2.00	1.39	1.34
D'AUTRES GOUVERNEMENTS				
-CONTACTS	495	2.48	2.02	1.79
-RAPPORTS	44	0.94	1.37	0.94
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		15.54	3.18	7.12
CONGES, DEVELOPPEMENT PROF		11.81	10.02	8.68
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		7.97	2.86	4.18
***** TOTAUX *****		99.93	99.93	80.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 1798
DE TERRIT. : 3588

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 336

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 37
-ENGAGES SUR PLACE : 43

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : ATLANTA

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	300	12.00	27.00	1.44
DU CANADA				
DES TERRITOIRES	378	5.00	14.00	0.71
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	55	11.00	5.00	0.53
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	10	2.00	9.00	0.42
MISSIONS :	5	20.00	0.00	0.60
AUTRES :	5	2.00	2.00	0.14
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	21	3.00	5.00	0.29
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	24	1.00	1.00	0.07
DES TERRITOIRES :	27	3.00	3.00	0.21
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA :	8	0.00	3.00	0.12
CONTACT ORGANISES :	17	0.00	4.00	0.16
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	6.00	0.00	0.18
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	11	3.00	2.00	0.17
D'AUTRES GOUVERNEMENTS				
-CONTACTS :	54	1.00	6.00	0.27
-RAPPORTS :	3	0.00	2.00	0.08
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.00	1.00	0.34
CONGES, DEVELOPPEMENT PROF :		19.00	3.00	0.69
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.00	13.00	0.58
***** TOTAUX *****		100.00	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 218
DE TERRIT. : 279

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 63

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BOSTON

	NOMBRE	%TEMPS- CDIENS	OFFIC. ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	235	10.50	24.75	1.20
DES TERRITOIRES	139	6.00	17.50	0.82
B. VISITES A DES CLIENTS DS TERRIT.	93	8.00	13.25	0.69
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	0	0.00	0.00	0.00
MISSIONS	2	5.00	0.00	0.10
AUTRES	4	2.00	1.00	0.08
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES	15	7.50	2.75	0.26
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	3	0.00	0.50	0.02
DES TERRITOIRES	14	4.00	0.50	0.10
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA	20	0.00	2.50	0.10
CONTACT ORGANISES	20	0.00	2.75	0.11
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	4	15.00	0.00	0.30
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	5	1.00	0.50	0.04
D'AUTRES GOUVERNEMENTS -CONTACTS	40	3.50	3.00	0.19
-RAPPORTS	1	0.00	0.50	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.		8.50	0.00	0.17
CONGES, DEVELOPPEMENT PROF		19.50	30.50	1.61
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION		9.50	0.00	0.19
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 54
DE TERRIT. : 132

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 16

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : BUFFALO

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	463	12.00	1.02
DU CANADA		30.00	
DES TERRITOIRES	221	15.00	0.90
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	22	3.00	0.14
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	2	0.00	0.32
MISSIONS :	4	12.00	0.59
AUTRES :	4	7.00	0.07
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	5	3.00	0.03
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	1	1.00	0.01
DES TERRITOIRES :	9	5.00	0.05
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	3	1.00	0.01
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	2	3.00	0.03
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	31	15.00	0.15
D'AUTRES GOUVERNEMENTS -CONTACTS :	18	2.00	0.08
-RAPPORTS :	6	2.00	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		12.00	0.29
CONGES, DEVELOPPEMENT PROF :		0.00	0.19
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		7.00	0.07
***** TOTAUX *****		100.00	4.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 176
DE TERRIT. : 55

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 7

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 1
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : DALLAS

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP		TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	DU CANADA : 256	5.66	27.00	0.71
	DES TERRITOIRES : 357	11.33	10.50	0.55
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	57	17.00	9.50	0.70
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	4	5.66	23.50	0.64
	MISSIONS : 3	4.66	6.00	0.26
	AUTRES : 7	2.00	0.00	0.06
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	7	1.33	2.50	0.09
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	1	0.00	0.00	0.00
	DES TERRITOIRES : 26	3.33	0.50	0.11
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
	CONTACT ORGANISES : 0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	2	4.33	0.00	0.13
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	6	0.33	10.00	0.21
	D'AUTRES GOUVERNEMENTS -CONTACTS : 7	0.66	0.00	0.02
	-RAPPORTS : 1	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		23.33	0.50	0.71
	CONGES, DEVELOPPEMENT PROF :	18.00	10.00	0.74
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.33	0.00	0.07
***** TOTAUX *****		99.95	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 121
DE TERRIT. : 20

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 44

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : NEW YORK, CONSULAT GENERAL

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL
		CDIENS	ENG/SP	PERS-TRIM
A. DEMANDES/SERV/EXPORT	1324	10.20	28.66	2.23
DU CANADA				
DES TERRITOIRES	890	3.60	18.66	1.30
B. VISITES A. DES. CLIENTS. DS TERRIT. VISITES :	119	9.20	7.33	0.90
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	15	3.00	11.50	0.84
MISSIONS :	4	0.00	3.33	0.20
AUTRES :	9	0.80	11.83	0.75
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	25	5.80	0.66	0.33
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	217	3.00	0.00	0.15
DES TERRITOIRES :	494	11.60	0.16	0.59
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	5	1.60	0.00	0.08
CONTACT ORGANISES :	2	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	11	6.40	3.66	0.54
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	6	0.40	0.50	0.05
D'AUTRES GOUVERNEMENTS -CONTACTS :	30	7.80	0.00	0.39
-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		13.60	2.33	0.82
CONGES, DEVELOPPEMENT PROF :		19.00	11.33	1.63
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		4.00	0.00	0.20
***** TOTAUX *****		100.00	99.95	11.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 330
DE TERRIT. : 836

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 0

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 5
-ENGAGES SUR PLACE : 6

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : WASHINGTON

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	781	26.66	1.25
DU CANADA	416	5.00	0.21
DES TERRITOIRES			
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	47	3.33	0.36
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	5	0.66	0.22
MISSIONS :	0	0.00	0.00
AUTRES :	23	7.00	0.52
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	69	16.00	0.71
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	3	0.33	0.01
DES TERRITOIRES :	12	1.33	0.05
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	6	2.33	0.07
CONTACT ORGANISES :	2	0.33	0.01
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	2	3.66	0.11
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	1	0.00	0.02
D'AUTRES GOUVERNEMENTS -CONTACTS :	71	0.00	0.00
-RAPPORTS :	16	5.00	0.36
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.66	0.37
CONGES, DEVELOPPEMENT PROF :		14.66	0.61
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		3.00	0.12
***** TOTAUX *****		99.95	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 159
DE TERRIT. : 185

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 7

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : CHICAGO

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	185	10.50	6.75	0.48
DU CANADA				
DES TERRITOIRES	305	10.50	17.25	0.90
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	25	2.50	3.00	0.17
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	17	1.00	23.75	1.05
MISSIONS :	1	0.50	0.25	0.02
AUTRES :	14	2.50	15.50	0.67
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	7	1.50	0.50	0.05
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	3	0.00	1.25	0.05
DES TERRITOIRES :	169	22.00	7.00	0.72
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	1	0.50	0.00	0.01
CONTACT ORGANISEES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	0	4.00	0.00	0.08
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	9	0.50	2.75	0.12
D'AUTRES GOUVERNEMENTS -CONTACTS :	3	0.00	0.50	0.02
-RAPPORTS :	1	0.00	0.50	0.02
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		13.50	10.25	0.68
CONGES, DEVELOPPEMENT PROF :		9.50	7.25	0.48
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		21.00	1.50	0.48
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 131
DE TERRIT. : 892

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 1

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : CLEVELAND

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	438	11.66	0.82
DES TERRITOIRES	614	16.33	0.87
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	61	5.00	0.40
C. PROJETS & EVENEMENT/PROMOT. DS EXP.			
FOIRES :	8	0.00	0.22
MISSIONS :	4	1.66	0.15
AUTRES :	19	17.66	0.71
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	13	1.66	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	0	0.00	0.00
DES TERRITOIRES :	22	5.00	0.20
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	1.66	0.05
CONTACT ORGANISES :	0	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	2	2.66	0.08
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	12	3.33	0.10
D'AUTRES GOUVERNEMENTS -CONTACTS :	0	0.00	0.00
-RAPPORTS :	1	0.33	0.01
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		10.66	0.32
CONGES, DEVELOPPEMENT PROF :		14.66	0.44
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		7.66	0.53
***** TOTAUX *****		99.93	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 66
DE TERRIT. : 200

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 9

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : DETROIT

	NOMBRE	%TEMPS-OFFIC.		TEMPS-TOTAL PERS-TRIM
		CDIENS	ENG/SP	
A. DEMANDES/SERV/EXPORT	502	18.33	20.25	1.36
DU CANADA				
DES TERRITOIRES	466	4.33	23.25	1.06
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	192	11.66	15.75	0.98
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	3	0.00	0.75	0.03
MISSIONS :	6	1.66	0.75	0.08
AUTRES :	3	3.33	2.50	0.20
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	11	3.33	9.00	0.46
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	10	3.33	0.50	0.12
DES TERRITOIRES :	59	3.66	6.00	0.35
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	2	0.33	0.00	0.01
CONTACT ORGANISEES :	1	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	11	3.33	2.50	0.20
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	4	3.33	0.75	0.13
D'AUTRES GOUVERNEMENTS -CONTACTS :	133	2.33	0.00	0.07
-RAPPORTS :	4	0.00	5.25	0.21
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		34.33	5.25	1.24
CONGES, DEVELOPPEMENT PROF :		0.00	7.50	0.30
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		6.66	0.00	0.20
***** TOTAUX *****		99.94	100.00	7.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 118
DE TERRIT. : 160

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 9

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 4

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE OR 2 DE L'EXERCISE 1987

MISSION : LOS ANGELES

	NOMBRE	%TEMPS-OFFIC. CDIENS ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT			
DU CANADA	636	2.00	0.80
DES TERRITOIRES	681	20.00	1.35
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	134	5.00	1.10
C. PROJETS & EVENEMENT/PROMOT. DS EXP. FOIRES :	21	3.00	0.42
MISSIONS :	5	0.00	0.06
AUTRES :	4	0.60	0.05
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	8	1.60	0.10
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	5	2.80	0.15
DES TERRITOIRES :	21	8.60	0.49
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	25	3.00	0.15
CONTACT ORGANISES :	2	1.00	0.07
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	1	1.00	0.07
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	11	1.20	0.10
D'AUTRES GOUVERNEMENTS -CONTACTS :	29	0.20	0.04
-RAPPORTS :	5	1.00	0.05
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		19.00	1.16
CONGES, DEVELOPPEMENT PROF :		8.00	0.53
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		22.00	1.31
***** TOTAUX *****		100.00	8.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 145
DE TERRIT. : 6

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 110

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 5
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : MINNEAPOLIS

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT	514	14.00	29.00	1.15
DU CANADA	482	9.00	25.33	0.94
DES TERRITOIRES				
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	163	6.50	13.66	0.54
C. PROJETS & EVENMENT/PROMOT. DS EXP. FOIRES :	7	23.50	6.66	0.67
MISSIONS :	1	3.50	0.33	0.08
AUTRES :	7	3.00	4.33	0.19
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	5	2.50	1.00	0.08
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	6	0.50	0.66	0.03
DES TERRITOIRES :	23	3.50	2.00	0.13
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.00	0.00
CONTACT ORGANISES :	0	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	3	6.00	0.33	0.13
H. DEMANDES DE SERV./ORIG. GV'MENTALE-MAE RAPTS :	4	0.50	1.00	0.04
D'AUTRES GOUVERNEMENTS -CONTACTS :	77	4.00	4.33	0.21
-RAPPORTS :	2	1.00	0.66	0.04
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		7.50	4.33	0.38
CONGES, DEVELOPPEMENT PROF :		12.50	6.00	0.43
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		2.50	0.33	0.06
***** TOTAUX *****		100.00	99.95	5.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 137
DE TERRIT. : 491

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 10

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 3

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SAN FRANCISCO

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	: 187	18.33	25.00	1.05
DES TERRITOIRES	: 460	11.66	17.50	0.70
B. VISITES A DES CLIENTS DS TERRIT.	VISITES : 135	13.33	15.00	0.70
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES	: 5	3.33	11.00	0.32
MISSIONS	: 3	2.66	10.00	0.28
AUTRES	: 7	1.66	1.50	0.08
D. RAPPORTS ECONDMIGUES/COMMERCIAUX TERMINEES	: 5	0.66	0.00	0.02
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA	: 0	0.00	0.00	0.00
DES TERRITOIRES	: 20	5.00	2.50	0.20
F. PROG. APPORT TECHN. DEMANDES/SERV				
DU CANADA	: 5	1.66	0.00	0.05
CONTACT ORGANISES	: 3	5.00	0.00	0.15
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA	: 4	10.00	1.50	0.33
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS	: 6	5.00	0.50	0.16
D'AUTRES GOUVERNEMENTS -CONTACTS	: 10	6.66	1.50	0.23
-RAPPORTS	: 4	3.33	0.00	0.10
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN.	: 8.33	0.00	0.25	
CONGES, DEVELOPPEMENT PROF	: 0.00	9.00	0.18	
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION	: 3.33	5.00	0.20	
***** TOTAUX *****		99.94	100.00	5.00

NOMBRE/VISITES/GENS D'AFFAIRS DU CANADA : 50
DE TERRIT. : 180

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 35

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 3
-ENGAGES SUR PLACE : 2

SYSTEME DE SUIVI DU PROGRAMME COMMERCIAL

87/12/23

RAPPORT/CHARGE DE TRAVAIL
DES AGENTS

TRIMESTRE 2 DE L'EXERCISE 1987

MISSION : SEATTLE

	NOMBRE	%TEMPS-OFFIC. CDIENS	ENG/SP	TEMPS-TOTAL PERS-TRIM
A. DEMANDES/SERV/EXPORT				
DU CANADA	379	16.50	43.50	2.07
DES TERRITOIRES	186	6.00	6.75	0.39
B. VISITES A DES CLIENTS DS TERRIT. VISITES :	108	10.50	5.75	0.44
C. PROJETS & EVENEMENT/PROMOT. DS EXP.				
FOIRES :	2	5.50	9.50	0.49
MISSIONS :	3	1.00	5.75	0.25
AUTRES :	3	5.50	3.75	0.26
D. RAPPORTS ECONOMIQUES/COMMERCIAUX TERMINEES :	7	3.00	0.00	0.06
E. DEMANDES/APPUI/EXPANSION/INVEST. DU CANADA :	5	1.00	0.00	0.02
DES TERRITOIRES :	9	0.50	0.00	0.01
F. PROG. APPORT TECHN. DEMANDES/SERV DU CANADA :	0	0.00	0.25	0.01
CONTACT ORGANISEES :	8	0.00	0.00	0.00
G. PARTICIP. DS EVENEM. LIES AU PROG. AU CANADA :	4	5.00	1.75	0.17
H. DEMANDES DE SERV. /ORIG. GV'MENTALE-MAE RAPTS :	10	1.00	0.75	0.05
D'AUTRES GOUVERNEMENTS -CONTACTS :	23	1.50	6.00	0.27
-RAPPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: GESTION DU PROGR. & ADMIN. :		24.50	0.00	0.49
CONGES, DEVELOPPEMENT PROF :		10.00	16.25	0.85
J. SERVICES A D'AUTRE PROGRAMMES DE LA MISSION :		8.50	0.00	0.17
***** TOTAUX *****		100.00	100.00	6.00

NOMBRE/VISITES/GENS D'AFFAIRES DU CANADA : 93
DE TERRIT. : 152

NOMBRE/DEMANDES/PDME/OBSERVATIONS : 25

NOMBRE/POSTES REMPLIS PAR LES AGENTS-CANADIENS : 2
-ENGAGES SUR PLACE : 4





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TRADE AND INDUSTRIAL DEVELOPMENT PROGRAM

QUARTERLY RESULTS AND ACTIVITY REPORT

JULY - SEPTEMBER 1987
(2nd QUARTER FY 1987-88)



JANUARY 1988

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**JULY - SEPTEMBER 1987
(2nd QUARTER FY 1987-88)**

**TRADE DEVELOPMENT POLICY
AND PLANNING AND
WIN EXPORTS DIVISION (TPP)**

**JANUARY 1988
EXTERNAL AFFAIRS**

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INTRODUCTION

This quarterly report of the Trade and Industrial Development Program covers the period of July through September 1987 and contains information drawn from the TID Program Tracking Component of the Tracking System. The report is based on the returns that were available up to November 30, 1987, for a total of eight weeks.

INTRODUCTION

I. GLOBAL AND REGIONAL SUMMARY OF PROGRAM RESULTS

JULY - SEPTEMBER 1987 (2nd QUARTER FISCAL YEAR 1987-88)

Section I, hereinafter following, consists of six program results summaries, one for each major region and one for "All Regions". Each summary contains page summaries for its respective region.

II. ACTIVITY SUMMARIES

- TOTAL TID PROGRAM (GLOBAL)

- AFRICA & MIDDLE EAST

- ASIA & PACIFIC

- EUROPE

- LATIN AMERICA & CARIBBEAN

- UNITED STATES

In each section information is presented in the following (alphabetical) order:

- Africa

- Asia & Pacific

- Europe

- Latin America & Caribbean

- United States

INTRODUCTION

This quarterly report of the Trade and Industrial Development Program covers the period of July through September 1987 and contains information drawn from the TID Program Tracking Component of the Planning and Tracking System. The report is based on the returns that were available up to November 30 1987, from a total of eighty-eight (88) missions in all five major regions abroad.

There are two main sections to this report:

Section I, immediately following, consists of six program results summaries; one for each major region and one for "All Regions", i.e., a global summary. Each page summarizes for its respective region:

- business activity reported and highlights of that activity;
- key statistics on trade and investment enquiries;
- number of business visitors.

Section II, contains an "Activity Report" for each region and its respective posts. The format of these reports is identical throughout this section, regardless of the level of geographic aggregation. "Activity" on these reports is broken into TID program activity (items A-I) and activity relating to other mission programs (item J). For each activity there is an indication of the average time spent on the Trade Program by Canada-based and locally-engaged trade program and non-trade program officers. There is also a "total time allocation" for each activity which should be read as an indicator of program officer person-years. Finally, each report indicates workload by activity.

In each section information is presented in the following (alphabetical) order:

- Africa
 - Asia & Pacific
 - Europe
 - Latin America & Caribbean
 - United States
-

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July-September 1987 period, eighty-eight points submitted quarterly reports identifying the following business activity:

1. 260 EXPORT SALES WORTH \$976 MILLION
2. 364 NEW BUYING COMMITMENTS/AGENCY AGREEMENTS
3. 31 NEW JOINT VENTURES/LICENSING AGREEMENTS WORTH \$131.7 MILLION
4. 63 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$161 MILLION
5. 5 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$12 MILLION
6. 22 TECHNOLOGY TRANSFERS WORTH \$72 MILLION

HIGHLIGHTS:

SECTION I

SUMMARY OF PROGRAM

RESULTS

- o \$290 million sale of receivables (Bonn)
- o \$147 million sale of surplus (London)
- o \$100 million investment in project in Canada of electrical equipment (Paris)
- o \$48 million sale of aircraft (Tokyo)
- o Joint venture in utility nickel worth \$40 million (Seoul)
- o \$36 million sale of rails (Cairo)
- o \$8 million sale of buses (San Francisco)
- o \$30 million sale and joint venture of wireless telephone system (Washington)

KEY STATISTICS: for the eighty-eight points having submitted a quarterly report.

REGIONS INC.	Missions		No. Countries		Value of Business	
	Total	Reporting	Export Sales	Local Sales	Export Sales	Local Sales
Africa & Middle East	18	16	22		240	
Asia & Pacific	19	13	37		278	
Europe	29	27	63		385	
Latin America & Caribbean	14	14	50		54	
United States	13	13	118		39	
	72	63	280		716	

REGIONS INC.	Trade		Investment		Business	
	Export	Local	Trade	Local	Export	Local
Africa & Middle East	2434	169	22	10	571	174
Asia & Pacific	4949	9504	207	107	1618	1149
Europe	6664	5775	104	44	1507	1749
Latin America & Caribbean	4540	1430	54	45	580	105
United States	6700	5598	232	202	1798	3583
	27687	28166	619	308	6063	11261

PROGRAM RESULTS: ALL REGIONS

BUSINESS ACTIVITY

During the July-September 1987 period, eighty-eight posts submitted quarterly reports identifying the following business activity:

1. 380 EXPORT SALES WORTH \$976 MILLION
2. 364 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 31 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$131.8 MILLION
4. 63 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$161 MILLION
5. 5 CANADIAN INVESTMENT INITIATIVES ABROAD WORTH \$12 MILLION
6. 22 TECHNOLOGY TRANSFERS WORTH \$71 MILLION

HIGHLIGHTS:

- o \$250 million sale of reconnaissance drones (Bonn)
- o \$120 million sale of sulphur (Rabat)
- o \$100 million investment in production in Canada of aluminum engine blocks (Paris)
- o \$48 million sale of aircraft (Peking)
- o Joint venture in utility nickel worth \$40 million (Seoul)
- o \$36 million sale of rails (Cairo)
- o \$8 million sale of buses (San Francisco)
- o \$30 million sale and joint venture of wireless telephone system (Belgrade)

KEY STATISTICS: for the eighty-eight posts having submitted a quarterly report

MISSIONS IN:	Missions		No. Confirmed		Value Confirmed	
	Total	Reporting	Export Sales		Export Sales(\$M)	
Africa & Middle East	18	16	32		249	
Asia & Pacific	19	18	97		278	
Europe	28	27	63		316	
Latin America & Caribbean	14	14	80		94	
United States	13	13	108		39	
	92	88	380		976	
			Investment		Business	
	Trade Enquiries		Enquiries		Visitors	
	Cdn	Local	Cdn	Local	Cdn	Local
Africa & Middle East	3454	3869	58	157	579	1791
Asia & Pacific	6949	9594	277	437	1618	3149
Europe	6664	5775	292	436	1507	1748
Latin America & Caribbean	4540	3430	55	95	560	1007
United States	6200	5595	278	905	1798	3588
	27807	28263	960	2030	6062	11283

PROGRAM RESULTS: AFRICA & MIDDLE EAST

BUSINESS ACTIVITY

During the July-September 1987 period sixteen posts reported the following business activity:

1. 32 EXPORT SALES WORTH \$249 MILLION
2. 34 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 2 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 2 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA
5. 0 CANADIAN INVESTMENT IN TERRITORY
6. 1 TECHNOLOGY TRANSFER WORTH \$10 MILLION

HIGHLIGHTS:

- o \$120 million sale of sulphur (Rabat)
- o \$36 million sale of rails (Cairo)
- o \$20 million sale of tobacco (Cairo)
- o Transfer of seismic technology worth \$10 million (Amman)
- o \$3 million sale of twin Otter aircraft (Riyadh)
- o New buying connection for irrigation systems worth \$5 million (Riyadh)
- o \$1 million sale of security system (Kuwait)

KEY STATISTICS: for the sixteen posts reporting workload information

		<u>Missions Reporting To</u>	
		GAT	GMT
No. Trade Enquiries	Cdn	2455	999
	Local	2476	1393
No. Investment Enquiries	Cdn	12	46
	Local	19	138
No. Business Visitors	Cdn	262	317
	Local	972	819

PROGRAM RESULTS: ASIA & PACIFIC

BUSINESS ACTIVITY

During the July-September 1987 period eighteen posts reported the following business activity:

1. 97 EXPORT SALES WORTH \$278 MILLION
2. 46 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 17 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$100 MILLION
4. 2 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$11 MILLION
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 3 TECHNOLOGY TRANSFERS WORTH \$40 MILLION

HIGHLIGHTS:

- o \$48 million sale of aircraft (Peking)
- o \$40 million joint venture in utility nickel (Seoul)
- o \$20 million sale to Thai Military (Bangkok)
- o \$15 million sale of Canadian whiskey (Tokyo)
- o \$8 million sale of telephone switching equipment (Shanghai)
- o Investment in Canadian auto parts industry worth \$5 million (Tokyo)
- o \$6 million baggage transfer system (Singapore)
- o \$2 million sale of telecom keysets (Wellington)

KEY STATISTICS: for the eighteen posts reporting workload information

Missions Reporting To

		PST	PNC/PNJ
No. Trade Enquiries	Cdn	4450	2499
	Local	7129	2465
No. Investment Enquiries	Cdn	50	227
	Local	105	332
No. Business Visitors	Cdn	676	942
	Local	1658	1491

PROGRAM RESULTS: EUROPE

BUSINESS ACTIVITY

During the July-September 1987 period twenty-seven posts reported the following business activity:

1. 63 EXPORT SALES WORTH \$316 MILLION
2. 128 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 2 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$30 MILLION
4. 20 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$109 MILLION
5. 1 CANADIAN INVESTMENT IN TERRITORY WORTH \$8 MILLION
6. 18 TECHNOLOGY TRANSFERS WORTH \$21 MILLION

HIGHLIGHTS:

- o \$250 million sale of reconnaissance drones (Bonn)
- o \$100 million investment in Canada for production of aluminum engine blocks (Paris)
- o \$30 million sale and joint venture of wireless telephone system (Belgrade)
- o \$29 million sale of iron ore (Bucharest)
- o \$19 million investment in Canada (Oslo)
- o \$8 million Canadian investment in territory (Dublin)
- o New buying connection for bovine semen worth \$4 million (London)
- o 2 sales of lumber and pulpwood worth \$4 million (Ankara)

KEY STATISTICS: for the twenty-seven posts reporting workload information

		<u>Missions Reporting To</u>	
		<u>RWT</u>	<u>RBT</u>
No. Trade Enquiries	Cdn	4861	1803
	Local	5080	695
No. Investment Enquiries	Cdn	277	15
	Local	434	2
No. Business Visitors	Cdn	1256	251
	Local	1413	335

PROGRAM RESULTS: LATIN AMERICA & CARIBBEAN

BUSINESS ACTIVITY

During the July-September 1987 period fourteen posts reported the following business activity:

1. 80 EXPORT SALES WORTH \$94 MILLION
2. 52 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 6 NEW JOINT VENTURES/LICENCING AGREEMENTS
4. 0 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENT IN CANADA
5. 1 CANADIAN INVESTMENT IN TERRITORY
6. 0 TECHNOLOGY TRANSFER

HIGHLIGHTS:

- o Sales of oilseeds worth \$21 million (Mexico)
- o \$13 million sale of wheat (Lima)
- o \$8 million sale of scientific equipment (Brasilia)
- o \$8 million contract for design of arctic vessel (Sao Paulo)
- o \$5 million contract for airport terminal (Havana)
- o \$3 million sale of switching equipment (Kingston)
- o \$2 million contract for technology transfer of consulting services on sewage system (Bridgetown)
- o Sale of dairy cattle worth \$3 million (Caracas)

KEY STATISTICS: for the fourteen posts reporting workload information

Missions Reporting To

		LCT	LST
No. Trade Enquiries	Cdn	1260	3280
	Local	803	2627
No. Investment Enquiries	Cdn	35	20
	Local	19	76
No. Business Visitors	Cdn	267	293
	Local	471	536

PROGRAM RESULTS: UNITED STATES

BUSINESS ACTIVITY

During the July-September 1987 period thirteen posts reported the following business activity:

1. 108 EXPORT SALES WORTH \$39 MILLION
2. 104 NEW BUYING CONNECTIONS/AGENCY AGREEMENTS
3. 4 NEW JOINT VENTURES/LICENCING AGREEMENTS WORTH \$1.8 MILLION
4. 39 FOREIGN INDUSTRIAL AND COMMERCIAL INVESTMENTS IN CANADA WORTH \$41 MILLION
5. 2 CANADIAN INVESTMENTS IN TERRITORY WORTH \$4 MILLION
6. 0 TECHNOLOGY TRANSFER

HIGHLIGHTS:

- o 8 separate investments in Canadian industry worth \$26 million (New York)
- o \$8 million sale of buses (San Francisco)
- o \$4 million sale of missile launch closures (Minneapolis)
- o Investment in territory for production of wire reels worth \$4 million (Boston)
- o \$3 million sale of pipeline equipment (Buffalo)
- o \$1.6 million sale of pneumatic tires (Detroit)
- o Joint venture for scramjet inlet technology worth \$1.3 million (Cleveland)
- o \$1.3 million sale of circuit boards (Los Angeles)

KEY STATISTICS: for the thirteen posts reporting workload information

Missions Reporting To

		UTE	UTW
No. Trade Enquiries	Cdn	3359	2841
	Local	2401	3194
No. Investment Enquiries	Cdn	249	29
	Local	582	323
No. Business Visitors	Cdn	1058	740
	Local	1507	2081

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

97/12/23

WORLD TOTALS

		NUMBER	% OFFICER-TIME CANADA	% LOC-ENG	TOTAL-TIME PERSON-DAYS
A. EXPORT ENQUIRIES	FROM CANADA	27807	19.19	36.93	36.70
	FROM TERRITORIES	28253	2.79	19.84	59.24
B. VISITS TO CLIENTS IN TERRITORY	VISITS	7227	9.92	9.69	41.90
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	322	2.69	2.56	17.80
	OTHER	433	4.80	4.74	19.32
		167	2.92	3.55	13.56
D. COMMERCIAL / ECONOMIC REPORTS	SUMMARY OF PROGRAM	1133	4.11	3.36	15.60
E. INVESTMENT/PROMOTION ENGINEERING	ACTIVITIES	960	1.63	1.11	5.74
	FROM TERRITORIES	2090	2.70	2.25	10.36
F. TECHNOLOGY INFLOW PROGRAM ENR'S FROM CANADA		364	0.84	0.85	3.85
	CONTRACTS AWARDED	22	0.52	0.58	2.31
G. PARTICIP'N IN PROG-RELATED EVENTS IN CANADA		53	2.00	1.70	5.61
H. SERVICE REQUESTS FR GOV'T SOURCES - DEA REPORTS		1999	4.12	3.22	17.34
	FROM OTHER GOV'T SOURCES - CONTACTS	2194	4.23	3.17	19.53
	+ REPORTS	507	1.87	1.87	7.18
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.			10.87	8.27	39.14
	LEAVE, PROFESSIONAL DEVELOP.		14.61	22.63	37.24
J. SERVICE TO OTHER MISSION PROGRAMS			6.25	2.28	18.53
WORLD TOTALS	WORLD TOTALS		99.26	71.70	417.37

NUMBER OF BUSINESS VISITORS FROM CANADA : 6042
FROM TERRIT : 11269

NUMBER OF PEND APPLICATIONS COMMENTED ON: 1036

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 308
- LOCALLY-EMPLOYED : 210

LETTER 11

MEMOIR OF LORDS

REVEREND

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

87/12/23

WORLD TOTALS

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 27807	15.19	26.23	86.70
FROM TERRITORIES	: 28263	8.79	19.06	58.34
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 7267	9.92	9.69	41.00
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 322	2.63	5.86	17.80
MISSIONS	: 435	4.50	4.74	19.32
OTHER	: 467	2.92	3.56	13.56
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 1133	4.11	3.36	15.62
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 960	1.63	1.11	5.74
FROM TERRITORIES	: 2030	2.70	2.25	10.36
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 368	0.84	0.85	3.55
CONNECTIONS ARRANGED	: 227	0.52	0.58	2.31
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 93	2.08	0.70	5.81
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 1990	4.18	2.10	13.11
FROM OTHER GOV'T SOURCES- CONTACTS	: 3134	4.23	2.97	15.06
- REPORTS	: 807	1.87	1.49	7.04
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.87	2.37	27.61
LEAVE, PROFESSIONAL DEVELOP		16.65	10.65	57.01
J. SERVICE TO OTHER MISSION PROGRAMS	:	6.25	2.38	18.03
***** TOTALS *****		99.88	99.95	417.97

NUMBER OF BUSINESS VISITORS FROM CANADA : 6062
FROM TERRIT : 11283

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1026

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 208
- LOCALLY-ENGAGED : 210

TRADE TRACKING SYSTEM

WORLDWIDE AND OFFICER BUSINESS
ACTIVITY REPORT

8/1/83

FOR QUARTER 2 OF FISCAL YEAR 1983

WORLD TOTALS

ACTIVITY	NUMBER	CANADA LOC-THRU PERM-OUT	OFFICER-TIME TOTAL-TIME
A. EXPORT QUALITIES	5787	15.19	26.83
FROM TERRITORIES	2523	8.79	19.06
FROM CANADA			26.70
B. VISITS TO CLIENTS IN TERRITORY	7957	9.95	9.89
C. EXPORT PROTECTION PROJECTS & EVENTS	322	2.63	8.86
MEETINGS	432	4.30	4.74
OTHER	467	2.90	3.24
D. COMMERCIAL & ECONOMIC RESEARCH COMPLETED	1133	4.11	3.38
E. INVESTMENT PROMOTION RESEARCH FROM CANADA	760	1.63	1.11
FROM TERRITORIES	1030	2.70	2.25
F. TECHNOLOGY EXCHANGE PROGRAMS FROM CANADA	328	0.84	0.88
CONNECTIVE PROGRAMS	217	0.52	0.58
G. PARTICIPATION IN INTERNATIONAL EVENTS IN CANADA	83	2.03	0.70
H. SERVICE REQUESTS FROM TERRITORIES	1490	4.18	2.10
FROM CANADA	2124	4.29	2.97
OTHER	607	1.83	1.89
I. ADMINISTRATION, RESEARCH, TRAINING & ADMINISTRATION	10.51	2.97	2.97
LOCAL RESEARCH DEVELOPMENT	10.51	20.52	20.52
J. SERVICE TO OTHER AGENCIES	5.28	2.28	18.03
WORLD TOTALS	29.23	92.25	417.97

NUMBER OF BUSINESS VISITORS FROM CANADA 4042
FROM TERRITORIES 11283

NUMBER OF PERM APPLICATIONS COMPLETED ON 1024

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED 308
- LOCALLY-EMPLOYED 210

TRADE TRACKING SYSTEM

WORLDWIDE AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

AFRICA & MIDDLE EAST

REGION : AFRICA/MIDDLE-EAST

	NUMBER	OFFICER-TIME CANADA	LOC-EMP TIME	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	3454	18.36	24.79	43.15
FROM TERRITORIES	3567	10.34	23.08	33.42
B. VISITS TO CLIENTS IN TERRITORY				
		12.84	14.04	26.88
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIR		2.04	3.82	5.86
MISSIONS		4.38	2.43	6.81
OTHER		0.92	1.73	2.65
D. COMMERCIAL / ECONOMIC COMPLETES				
*ALGIERS		3.00	3.34	6.34
*DAKAR				
E. INVESTMENT/PROMOTION				
HARARE FROM CANADA		1.84	1.13	2.97
KINSHASA FROM TERRITORIES	157	1.48	1.47	2.95
LAGOS				
F. TECHNOLOGY INFLOW FROM				
NAIROBI FROM CANADA	13	0.84	0.13	0.97
RABAT FROM TERRITORIES	4	0.00	0.21	0.21
TUNIS				
G. PARTICIPATION IN PROGRAMS				
YAOUNDE	7	1.40	0.00	1.40
H. SERVICE REQUESTS FROM GOVT SOURCES				
DEA REPTS FROM CANADA	91	3.96	1.91	5.87
FROM OTHER GOVT SOURCES	160	4.28	0.90	5.18
CONTACTS				
REPORTS	37	1.80	2.03	3.83
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.				
		4.93	1.43	6.36
LEAVE, PROFESSIONAL DEVELOP.		15.09	12.86	27.95
J. SERVICE				
		7.93	3.82	11.75
TOTALS		100.00	99.91	199.91

* Quarterly report for this post was not available

NUMBER OF BUSINESS VISITORS FROM CANADA : 579
FROM TERRIT : 1791

NUMBER OF PENDING APPLICATIONS CONSIDERED ON : 762

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 33
- LOCALLY-EMPLOYED : 22

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

REGION : AFRICA MIDDLE-EAST

	NUMBER	% OFFICER-TIME		TOTAL-TIME PERSON-QTR
		CANADA	LOC-ENG	
A. EXPORT ENQUIRIES				
FROM CANADA	3454	18.36	24.78	10.29
FROM TERRITORIES	3869	10.36	23.08	7.90
B. VISITS TO CLIENTS IN TERRITORY	1248	12.84	14.04	6.44
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	12	2.04	3.82	1.39
MISSIONS	19	4.52	2.43	1.69
OTHER	27	0.92	1.73	0.63
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	84	5.00	2.34	1.79
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	58	1.84	1.13	0.72
FROM TERRITORIES	157	1.68	1.47	0.76
F. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA	13	0.84	0.13	0.24
CONNECTIONS ARRANGED	6	0.00	0.21	0.05
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	7	1.60	0.65	0.55
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	91	3.96	1.21	1.27
FROM OTHER GOV'T SOURCES- CONTACTS	160	4.28	0.82	1.26
- REPORTS	59	1.80	2.26	0.97
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		6.92	1.13	1.99
LEAVE, PROFESSIONAL DEVELOP		15.08	12.86	6.73
J. SERVICE TO OTHER MISSION PROGRAMS		7.96	5.82	3.33
***** TOTALS *****		100.00	99.91	48.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 579
FROM TERRIT : 1791

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 63

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 25
- LOCALLY-ENGAGED : 23

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : ABIDJAN

		NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	235	26.50	28.00	0.81
	FROM TERRITORIES	211	5.50	29.00	0.40
B. VISITS TO CLIENTS IN TERRITORY	VISITS	138	19.50	19.00	0.58
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	3	0.00	1.00	0.01
	MISSIONS	1	0.00	1.00	0.01
	OTHER	1	0.00	2.00	0.02
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	0	0.00	0.00	0.00
	FROM TERRITORIES	1	0.50	0.00	0.01
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	CONNECTIONS ARRANGED	1	0.00	1.00	0.01
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA		0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		12	2.50	0.00	0.05
	FROM OTHER GOV'T SOURCES- CONTACTS	27	18.50	0.00	0.37
	- REPORTS	3	2.00	3.00	0.07
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		7.50	0.00	0.15
	LEAVE, PROFESSIONAL DEVELOP		17.50	16.00	0.51
J. SERVICE TO OTHER MISSION PROGRAMS			0.00	0.00	0.00
***** TOTALS *****			100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 22
FROM TERRIT : 18

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : ACCRA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	11	15.00	10.00	0.25
FROM TERRITORIES	21	20.00	10.00	0.30
B. VISITS TO CLIENTS IN TERRITORY VISITS	18	30.00	10.00	0.40
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	0	0.00	0.00	0.00
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	2	5.00	5.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	8	5.00	10.00	0.15
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'N IN PRDG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	2	5.00	0.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	2	5.00	0.00	0.05
- REPORTS	3	3.00	0.00	0.03
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.05
LEAVE, PROFESSIONAL DEVELOP		5.00	0.00	0.05
J. SERVICE TO OTHER MISSION PROGRAMS		2.00	55.00	0.57
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 0
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : ADDIS ABABA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	120	2.00	35.00	0.37
FROM TERRITORIES :	30	6.00	13.00	0.19
B. VISITS TO CLIENTS IN TERRITORY VISITS :	10	2.00	12.00	0.14
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	0	0.00	0.00	0.00
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	0	2.00	0.00	0.02
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS :	0	0.00	0.00	0.00
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		0.00	0.00	0.00
LEAVE, PROFESSIONAL DEVELOP :		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS :		88.00	40.00	1.28
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 7
FROM TERRIT : 20

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : HARARE

	NUMBER	% OFFICER-TIME		TOTAL-TIME PERSON-QTR
		CANADA	LOC-ENG	
A. EXPORT ENQUIRIES				
FROM CANADA	169	15.00	15.00	0.30
FROM TERRITORIES	287	10.00	25.00	0.35
B. VISITS TO CLIENTS IN TERRITORY VISITS :	36	0.00	10.00	0.10
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	5.00	5.00	0.10
MISSIONS :	6	15.00	5.00	0.20
OTHER :	2	5.00	0.00	0.05
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	4	5.00	5.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	2	5.00	0.00	0.05
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS :	0	10.00	5.00	0.15
- REPORTS :	0	5.00	0.00	0.05
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		10.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP :		5.00	15.00	0.20
J. SERVICE TO OTHER MISSION PROGRAMS :		10.00	15.00	0.25
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 10
FROM TERRIT : 157

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : KINSHASA

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	262	21.00	20.00	0.41
FROM TERRITORIES :	336	10.00	40.00	0.50
B. VISITS TO CLIENTS IN TERRITORY	28	3.00	22.00	0.25
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	0.00	1.00	0.01
MISSIONS :	1	3.00	1.00	0.04
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	1	1.00	0.00	0.01
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	1	1.00	1.00	0.02
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	1	12.00	0.00	0.12
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS :	5	5.00	5.00	0.10
- REPORTS :	2	0.00	10.00	0.10
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		10.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP :		30.00	0.00	0.30
J. SERVICE TO OTHER MISSION PROGRAMS		4.00	0.00	0.04
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 14
FROM TERRIT : 70

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : LAGOS

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	501	17.00	32.00	0.98
FROM TERRITORIES	1056	16.50	42.50	1.18
B. VISITS TO CLIENTS IN TERRITORY VISITS	104	20.00	7.00	0.54
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	0	0.00	0.00	0.00
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	2	0.00	5.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	2	2.50	0.00	0.05
FROM TERRITORIES	5	1.50	2.50	0.08
F. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	2	2.50	0.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	12	6.50	0.00	0.13
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	5.00	0.30
LEAVE, PROFESSIONAL DEVELOP		0.00	6.00	0.12
J. SERVICE TO OTHER MISSION PROGRAMS		23.50	0.00	0.47
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 20
FROM TERRIT : 487

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : NAIROBI

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	300	19.00	39.00	0.58
FROM TERRITORIES	275	24.00	26.00	0.50
B. VISITS TO CLIENTS IN TERRITORY VISITS :	94	33.00	12.00	0.45
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	0.00	1.00	0.01
MISSIONS :	1	1.00	0.00	0.01
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	3	2.00	0.00	0.02
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	9	1.00	1.00	0.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	10	2.00	12.00	0.14
FROM OTHER GOV'T SOURCES- CONTACTS :	3	0.00	0.00	0.00
- REPORTS :	13	2.00	4.00	0.06
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		12.00	5.00	0.17
LEAVE, PROFESSIONAL DEVELOP :		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS :		4.00	0.00	0.04
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 22
FROM TERRIT : 36

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 7

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : RABAT

		NUMBER	% OFFICER-TIME		TOTAL-TIME
			CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 454	25.00	35.00	0.60
	FROM TERRITORIES	: 90	5.00	25.00	0.30
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 42	10.00	10.00	0.20
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 0	0.00	0.00	0.00
	MISSIONS	: 1	10.00	5.00	0.15
	OTHER	: 1	0.00	3.00	0.03
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 5	5.00	2.00	0.07
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 0	0.00	0.00	0.00
	FROM TERRITORIES	: 4	1.00	0.00	0.01
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 0	0.00	0.00	0.00
	CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA		: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 5	3.00	3.00	0.06
	FROM OTHER GOV'T SOURCES- CONTACTS	: 15	2.00	2.00	0.04
	- REPORTS	: 3	2.00	0.00	0.02
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		2.00	0.00	0.02
	LEAVE, PROFESSIONAL DEVELOP		33.00	15.00	0.48
J. SERVICE TO OTHER MISSION PROGRAMS			2.00	0.00	0.02
***** TOTALS *****			100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 46
FROM TERRIT : 69

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : TUNIS

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	228	18.00	20.00	0.38
	FROM TERRITORIES :	142	7.00	15.00	0.22
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	93	10.00	15.00	0.25
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	1	5.00	10.00	0.15
	MISSIONS :	2	20.00	10.00	0.30
	OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	0	0.00	0.00	0.00
	FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	0	0.00	0.00	0.00
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	:	1	7.00	0.00	0.07
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	1	0.00	2.00	0.02
	FROM OTHER GOV'T SOURCES- CONTACTS :	6	3.00	3.00	0.06
	- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		5.00	0.00	0.05
	LEAVE, PROFESSIONAL DEVELOP :		25.00	25.00	0.50
J. SERVICE TO OTHER MISSION PROGRAMS	:		0.00	0.00	0.00
***** TOTALS *****			100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 54
FROM TERRIT : 63

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : YADUNDE

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	175	27.50	27.00	0.82
FROM TERRITORIES	28	11.50	16.00	0.39
B. VISITS TO CLIENTS IN TERRITORY	40	14.50	24.00	0.53
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	2	5.00	14.00	0.24
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	5	5.00	10.00	0.20
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	8.00	0.00	0.16
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	1.00	0.00	0.02
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	0	5.00	0.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	0	2.50	0.00	0.05
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		7.50	0.00	0.15
LEAVE, PROFESSIONAL DEVELOP		12.50	9.00	0.34
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 67
FROM TERRIT : 52

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : AMMAN

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	85	20.00	25.00	0.70
FROM TERRITORIES :	93	15.00	20.00	0.55
B. VISITS TO CLIENTS IN TERRITORY VISITS :	79	15.00	20.00	0.55
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	15.00	15.00	0.45
MISSIONS :	0	0.00	0.00	0.00
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	14	10.00	3.00	0.16
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	3	0.00	2.00	0.04
FROM TERRITORIES :	12	2.00	3.00	0.08
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PRQG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	7	5.00	2.00	0.09
FROM OTHER GOV'T SOURCES- CONTACTS :	9	0.00	0.00	0.00
- REPORTS :	7	5.00	5.00	0.15
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		3.00	0.00	0.03
LEAVE, PROFESSIONAL DEVELOP :		5.00	5.00	0.15
J. SERVICE TO OTHER MISSION PROGRAMS :		5.00	0.00	0.05
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 28
FROM TERRIT : 38

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BAGHDAD

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 320	15.00	25.00	0.40
FROM TERRITORIES	: 70	5.00	17.00	0.22
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 110	10.00	18.00	0.28
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 1	10.00	30.00	0.40
MISSIONS	: 0	0.00	0.00	0.00
OTHER	: 0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 13	10.00	0.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	: 3	2.00	0.00	0.02
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 11	5.00	0.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	: 8	3.00	2.00	0.05
- REPORTS	: 5	2.00	1.00	0.03
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	5.00	0.15
LEAVE, PROFESSIONAL DEVELOP		25.00	2.00	0.27
J. SERVICE TO OTHER MISSION PROGRAMS		3.00	0.00	0.03
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 13
FROM TERRIT : 5

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : CAIRO

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	78	25.00	38.00	1.51
	FROM TERRITORIES :	575	8.33	22.50	0.70
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	59	6.66	13.00	0.46
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	0	0.00	0.00	0.00
	MISSIONS :	0	0.00	0.00	0.00
	OTHER :	0	0.00	4.00	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	20	14.33	5.50	0.54
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	0	0.00	0.00	0.00
	FROM TERRITORIES :	7	5.33	1.50	0.19
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	:	0	0.00	0.00	0.00
	CONNECTIONS ARRANGED :	2	0.00	2.00	0.04
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	:	0	1.00	0.00	0.03
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	6	1.66	1.00	0.07
	FROM OTHER GOV'T SOURCES- CONTACTS :	7	3.33	0.00	0.10
	- REPORTS :	5	2.00	3.00	0.12
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN. :		13.33	0.00	0.40
	LEAVE, PROFESSIONAL DEVELOP :		15.00	8.00	0.61
J. SERVICE TO OTHER MISSION PROGRAMS	:		4.00	1.50	0.15
***** TOTALS *****			99.97	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 73
FROM TERRIT : 552

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : KUWAIT

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 155	8.00	20.00	0.56
FROM TERRITORIES	: 200	8.00	25.00	0.66
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 110	11.00	11.00	0.44
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 3	8.00	5.00	0.26
MISSIONS	: 2	5.00	4.00	0.18
OTHER	: 7	5.00	4.00	0.18
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 6	6.00	1.00	0.14
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 25	3.00	1.00	0.08
FROM TERRITORIES	: 80	5.00	5.00	0.20
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 1	4.00	0.00	0.08
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 6	5.00	1.00	0.12
FROM OTHER GOV'T SOURCES- CONTACTS	: 45	3.00	1.00	0.08
- REPORTS	: 6	4.00	1.00	0.10
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.	: 4.00	1.00	0.10	
LEAVE, PROFESSIONAL DEVELOP	: 16.00	20.00	0.72	
J. SERVICE TO OTHER MISSION PROGRAMS	: 5.00	0.00	0.10	
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 165
FROM TERRIT : 91

NUMBER OF Pemd APPLICATIONS COMMENTED ON: 11

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : RIYADH

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA :	249	14.00	14.00	0.98
	FROM TERRITORIES :	373	11.00	25.00	1.19
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	229	12.00	15.00	0.93
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS :	0	0.00	0.00	0.00
	MISSIONS :	3	11.00	4.00	0.56
	OTHER :	11	2.00	1.00	0.11
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	:	9	5.00	1.00	0.23
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA :	4	1.00	0.00	0.04
	FROM TERRITORIES :	31	2.00	3.00	0.17
F. TECHNOLOGY INFLOW PROGRAM ENGR 'S FRM CANADA	:	0	0.00	0.00	0.00
	CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	:	2	4.00	5.00	0.31
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	:	28	11.00	1.00	0.47
	FROM OTHER GOV'T SOURCES- CONTACTS :	16	2.00	0.00	0.08
	- REPORTS :	7	2.00	0.00	0.08
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.:			2.00	0.00	0.08
	LEAVE, PROFESSIONAL DEVELOP :		18.00	24.00	1.44
J. SERVICE TO OTHER MISSION PROGRAMS	:		3.00	7.00	0.33
***** TOTALS *****			100.00	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 23
FROM TERRIT : 133

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : TEL AVIV

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 112	20.00	22.00	0.64
FROM TERRITORIES	: 82	5.00	10.00	0.25
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 58	10.00	12.00	0.34
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 0	0.00	0.00	0.00
MISSIONS	: 0	0.00	0.00	0.00
OTHER	: 5	0.00	8.00	0.16
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 14	5.00	5.00	0.15
FROM TERRITORIES	: 8	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 11	10.00	1.00	0.12
CONNECTIONS ARRANGED	: 3	0.00	0.00	0.00
G. PARTICPT'N IN PRDG-RELATED EVENTS IN CANADA	: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 1	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS	: 5	0.00	0.00	0.00
- REPORTS	: 5	0.00	8.00	0.16
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	2.00	0.14
LEAVE, PROFESSIONAL DEVELOP		40.00	32.00	1.04
J. SERVICE TO OTHER MISSION PROGRAMS	: 0	0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 15
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

87/12/23

FOR QUARTER 3 OF FISCAL YEAR 1987

ASIA & PACIFIC

REGION : ASIA, PACIFIC

	NUMBER	OFFICERS-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-DTR
A. EXPORT ENQUIRIES				
FROM CANADA	106949	14.73	24.93	39.66
FROM TERRITORIES	6394	7.94	21.09	29.03
B. VISITS TO CLIENTS IN TERRITORY	871	11.43	10.09	21.52
<u>PST</u>				
<u>PNC/PNJ</u>				
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	76	2.84	5.05	7.89
MESSINGS	139	5.43	6.01	11.44
OTHER		3.78	3.62	7.40
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED				
* DHAKA				
BEIJING				
HONG KONG				
OSAKA		4.43	3.33	7.76
SEOUL				
SHANGHAI		1.25	2.91	4.16
TOKYO		1.89	2.85	4.74
E. TECHNOLOGY INFUSION				
MANILA	23	0.27	0.51	0.78
MELBOURNE	15	0.08	0.91	0.99
NEW DELHI				
SINGAPORE	22	2.31	0.50	2.81
SYDNEY				
WELLINGTON				
F. SERVICE REQUESTS				
SOURCES-DEA REPTS	1154	4.45	3.85	8.30
SOURCES- CONTRACTS	1716	3.34	4.23	7.57
REPORTS	237	1.77	0.86	2.63
G. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN		3.56	2.66	6.22
LEAVE, PROFESSIONAL DEVELOP		18.84	4.83	23.67
H. SERVICE TO		2.29	2.64	4.93
* Quarterly report for this post was not available				
TOTALS		97.82	95.96	193.78

NUMBER OF BUSINESS VISITORS FROM CANADA : 1818
FROM TERRIT : 13147

NUMBER OF PENDING APPLICATIONS COMPLETED ON : 308

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BORN : 53
- LOCALLY-ENGAGED : 51

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

REGION : ASIA PACIFIC

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	6949	16.75	24.52	22.23
FROM TERRITORIES	9594	7.94	21.09	15.37
B. VISITS TO CLIENTS IN TERRITORY VISITS	2376	11.43	10.09	11.78
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	76	2.84	5.05	4.23
MISSIONS	129	5.43	6.01	6.22
OTHER	80	2.78	3.62	3.46
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	371	4.43	3.33	4.27
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	277	1.23	2.01	1.74
FROM TERRITORIES	437	1.69	3.56	2.80
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	22	0.27	0.31	0.32
CONNECTIONS ARRANGED	15	0.05	0.01	0.04
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	22	2.31	0.86	1.78
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	1166	4.65	2.25	3.85
FROM OTHER GOV'T SOURCES- CONTACTS	1216	5.56	4.23	5.39
- REPORTS	233	1.77	0.84	1.46
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		8.96	2.66	6.56
LEAVE, PROFESSIONAL DEVELOP		18.44	6.88	14.21
J. SERVICE TO OTHER MISSION PROGRAMS		3.29	2.64	3.26
***** TOTALS *****		99.82	99.96	108.97

NUMBER OF BUSINESS VISITORS FROM CANADA : 1618
FROM TERRIT : 3149

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 302

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 58
- LOCALLY-ENGAGED : 51

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BANGKOK

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	471	13.00	29.66	1.15
FROM TERRITORIES :	307	8.50	19.33	0.75
B. VISITS TO CLIENTS IN TERRITORY VISITS :	146	9.00	12.33	0.55
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	6	1.00	2.66	0.10
MISSIONS :	20	4.50	12.00	0.45
OTHER :	2	0.75	0.00	0.01
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	18	1.25	1.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	10	0.25	2.00	0.06
FROM TERRITORIES :	28	0.75	1.00	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	2	2.50	0.00	0.05
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	153	10.50	8.33	0.46
FROM OTHER GOV'T SOURCES- CONTACTS :	138	6.50	11.66	0.48
- REPORTS :	27	2.50	0.00	0.05
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		7.50	0.00	0.15
LEAVE, PROFESSIONAL DEVELOP :		30.00	0.00	0.60
J. SERVICE TO OTHER MISSION PROGRAMS :		1.50	0.00	0.03
***** TOTALS *****		100.00	99.97	4.98

NUMBER OF BUSINESS VISITORS FROM CANADA : 147
FROM TERRIT : 138

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 15

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : CANBERRA

	NUMBER	% OFFICER-TIME		TOTAL-TIME PERSON-QTR
		CANADA	LOC-ENG	
A. EXPORT ENQUIRIES				
FROM CANADA	244	4.66	27.00	0.41
FROM TERRITORIES	31	1.66	1.00	0.06
B. VISITS TO CLIENTS IN TERRITORY	13	5.00	1.00	0.16
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	4	2.66	0.00	0.08
MISSIONS	1	0.33	0.00	0.01
OTHER	8	4.66	0.00	0.14
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	30	5.00	0.00	0.15
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	4	1.33	0.00	0.04
FROM TERRITORIES	6	1.00	0.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.33	0.00	0.01
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	35	16.66	0.00	0.50
FROM OTHER GOV'T SOURCES- CONTACTS	115	12.33	8.00	0.45
- REPORTS	9	1.33	0.00	0.04
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		23.33	59.00	1.29
LEAVE, PROFESSIONAL DEVELOP		13.66	3.00	0.44
J. SERVICE TO OTHER MISSION PROGRAMS		6.00	1.00	0.19
***** TOTALS *****		99.94	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 8
FROM TERRIT : 5

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : COLOMBO

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	40	0.00	0.00	0.00
FROM TERRITORIES :	105	0.00	0.00	0.00
B. VISITS TO CLIENTS IN TERRITORY	VISITS :	0	0.00	0.00
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	0.00	0.00	0.00
MISSIONS :	0	0.00	0.00	0.00
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	2	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	3	0.00	0.00	0.00
FROM TERRITORIES :	2	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS :	0	0.00	0.00	0.00
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		0.00	0.00	0.00
LEAVE, PROFESSIONAL DEVELOP :		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS :		0.00	0.00	0.00
***** TOTALS *****		0.00	0.00	0.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 4
FROM TERRIT : 3

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 0
- LOCALLY-ENGAGED : 0

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : ISLAMABAD

	NUMBER	% OFFICER-TIME		TOTAL-TIME PERSON-QTR
		CANADA	LOC-ENG	
A. EXPORT ENQUIRIES				
FROM CANADA	: 110	15.00	32.00	0.79
FROM TERRITORIES	: 196	7.00	25.00	0.57
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 25	3.00	2.00	0.07
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 1	0.00	3.50	0.07
MISSIONS	: 0	0.00	0.00	0.00
OTHER	: 0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 3	0.00	1.50	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 2	7.00	2.00	0.11
FROM OTHER GOV'T SOURCES- CONTACTS	: 19	3.00	3.50	0.10
- REPORTS	: 0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		15.00	4.00	0.23
LEAVE, PROFESSIONAL DEVELOP		48.00	5.00	0.58
J. SERVICE TO OTHER MISSION PROGRAMS		2.00	21.50	0.45
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 35
FROM TERRIT : 55

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : JAKARTA

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 200	37.00	36.66	2.58
FROM TERRITORIES	: 138	15.75	26.00	1.41
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 120	30.00	6.66	1.40
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 4	3.75	5.00	0.30
MISSIONS	: 4	2.50	1.66	0.15
OTHER	: 0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 3	1.25	0.00	0.05
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 1	1.25	0.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	: 24	0.75	10.00	0.33
- REPORTS	: 0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		4.25	0.00	0.17
LEAVE, PROFESSIONAL DEVELOP		1.50	2.33	0.13
J. SERVICE TO OTHER MISSION PROGRAMS		2.00	11.66	0.43
***** TOTALS *****		100.00	99.97	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 62
FROM TERRIT : 156

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 23

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : KUALA LAMPUR

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	522	18.00	42.00	0.96
FROM TERRITORIES	322	8.66	21.00	0.47
B. VISITS TO CLIENTS IN TERRITORY VISITS	142	13.33	2.00	0.42
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	7	0.66	0.00	0.02
MISSIONS	17	11.66	8.00	0.43
OTHER	13	1.33	0.00	0.04
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	37	4.33	0.00	0.13
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	2	0.00	0.00	0.00
FROM TERRITORIES	6	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	2	5.33	0.00	0.16
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	14	4.33	8.00	0.21
FROM OTHER GOV'T SOURCES- CONTACTS	132	5.00	2.00	0.17
- REPORTS	31	1.66	0.00	0.05
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		10.33	8.00	0.39
LEAVE, PROFESSIONAL DEVELOP		14.00	9.00	0.51
J. SERVICE TO OTHER MISSION PROGRAMS		1.33	0.00	0.04
***** TOTALS *****		99.95	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 113
FROM TERRIT : 115

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 10

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : MANILA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	415	21.50	26.50	0.96
FROM TERRITORIES :	229	10.00	15.00	0.50
B. VISITS TO CLIENTS IN TERRITORY VISITS :	116	9.00	17.50	0.53
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	4	5.00	13.00	0.36
OTHER :	6	1.50	0.00	0.03
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	6	3.50	2.50	0.12
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	3	0.00	0.00	0.00
FROM TERRITORIES :	11	0.00	1.50	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA :	1	0.00	15.00	0.30
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	18	6.00	0.00	0.12
FROM OTHER GOV'T SOURCES-CONSULTS :	102	3.00	9.00	0.28
- REPORTS :	17	3.00	0.00	0.06
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		7.50	0.00	0.15
LEAVE, PROFESSIONAL DEVELOP :		26.00	0.00	0.52
J. SERVICE TO OTHER MISSION PROGRAMS :		2.00	0.00	0.04
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 66
FROM TERRIT : 80

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 6

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : MELBOURNE

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	397	9.50	30.00	0.79
FROM TERRITORIES :	420	6.00	22.00	0.56
B. VISITS TO CLIENTS IN TERRITORY VISITS :	65	15.00	6.50	0.43
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	3	5.00	11.00	0.32
MISSIONS :	1	0.00	5.00	0.10
OTHER :	0	2.00	0.00	0.04
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	0	3.50	0.00	0.07
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	12	3.00	0.00	0.06
FROM TERRITORIES :	8	3.50	0.50	0.08
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	1.00	0.00	0.02
CONNECTIONS ARRANGED :	0	0.50	0.00	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	0	1.50	0.00	0.03
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	4	4.50	1.00	0.11
FROM OTHER GOV'T SOURCES- CONTACTS :	1	1.00	0.00	0.02
- REPORTS :	0	3.00	2.00	0.10
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		8.00	3.50	0.23
LEAVE, PROFESSIONAL DEVELOP :		12.00	17.50	0.59
J. SERVICE TO OTHER MISSION PROGRAMS :		21.00	1.00	0.44
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 17
FROM TERRIT : 289

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : NEW DELHI

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	608	12.60	28.50	1.77
FROM TERRITORIES	1466	12.40	42.75	2.33
B. VISITS TO CLIENTS IN TERRITORY	170	8.40	7.75	0.73
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	2	1.80	2.00	0.17
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	20	3.60	0.00	0.18
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	3	6.20	0.00	0.31
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	2	0.40	0.75	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	63	4.20	1.75	0.28
- REPORTS	13	0.00	0.25	0.01
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.00	5.00	0.45
LEAVE, PROFESSIONAL DEVELOP		44.00	11.25	2.65
J. SERVICE TO OTHER MISSION PROGRAMS		1.40	0.00	0.07
***** TOTALS *****		100.00	100.00	9.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 67
FROM TERRIT : 315

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 11

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 5
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SINGAPORE

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	413	15.50	28.00	0.87
FROM TERRITORIES	280	10.00	16.50	0.53
B. VISITS TO CLIENTS IN TERRITORY VISITS	127	5.50	32.00	0.75
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	12.50	12.50	0.50
MISSIONS	1	2.50	2.50	0.10
OTHER	2	0.50	2.50	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	23	5.00	2.00	0.14
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	8	1.50	0.00	0.03
FROM TERRITORIES	4	1.50	0.50	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	2	0.00	0.50	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	22	4.50	0.00	0.09
FROM OTHER GOV'T SOURCES- CONTACTS	45	3.00	2.50	0.11
- REPORTS	5	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP		33.00	0.50	0.67
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 89
FROM TERRIT : 190

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 23

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SYDNEY

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	836	21.00	20.00	1.22
FROM TERRITORIES	3400	18.00	29.00	1.52
B. VISITS TO CLIENTS IN TERRITORY	211	10.00	18.00	0.92
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	3	0.00	12.00	0.48
MISSIONS	0	0.00	0.00	0.00
OTHER	5	0.00	3.00	0.12
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	7	0.00	2.00	0.08
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	6	4.00	0.00	0.08
FROM TERRITORIES	17	6.00	2.00	0.20
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	2	1.00	1.00	0.06
CONNECTIONS ARRANGED	1	1.00	0.00	0.02
G. PARTICIPATION IN PROG-RELATED EVENTS IN CANADA	1	18.00	0.00	0.36
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS	0	0.00	0.00	0.00
- REPORTS	3	2.00	2.00	0.12
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		15.00	3.00	0.42
LEAVE, PROFESSIONAL DEVELOP		4.00	8.00	0.40
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 38
FROM TERRIT : 264

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 31

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : WELLINGTON

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	194	11.00	27.00	1.03
FROM TERRITORIES	235	8.50	23.66	0.88
B. VISITS TO CLIENTS IN TERRITORY VISITS	137	11.50	10.66	0.55
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	1	0.00	2.66	0.08
OTHER	6	2.50	7.33	0.27
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	13	5.00	20.00	0.70
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	2	0.00	0.00	0.00
FROM TERRITORIES	17	3.00	0.66	0.08
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	10	5.50	1.66	0.16
FROM OTHER GOV'T SOURCES- CONTACTS	7	0.50	1.00	0.04
- REPORTS	2	0.50	1.66	0.06
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	0.00	0.20
LEAVE, PROFESSIONAL DEVELOP		29.50	0.00	0.59
J. SERVICE TO OTHER MISSION PROGRAMS		12.50	3.66	0.36
***** TOTALS *****		100.00	99.95	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 30
FROM TERRIT : 48

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 32

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : PEKING

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	507	26.10	15.00	2.76
FROM TERRITORIES :	95	4.10	20.00	0.61
B. VISITS TO CLIENTS IN TERRITORY VISITS :	187	12.50	0.00	1.25
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	9	2.00	0.00	0.20
MISSIONS :	23	8.00	0.00	0.80
OTHER :	9	5.40	45.00	0.99
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	46	4.80	0.00	0.48
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	15	0.50	0.00	0.05
FROM TERRITORIES :	9	0.30	0.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	3	0.20	0.00	0.02
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	3	1.00	0.00	0.10
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	726	5.20	0.00	0.52
FROM OTHER GOV'T SOURCES- CONTACTS :	120	10.00	20.00	1.20
- REPORTS :	74	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		6.90	0.00	0.69
LEAVE, PROFESSIONAL DEVELOP :		11.40	0.00	1.14
J. SERVICE TO OTHER MISSION PROGRAMS :		1.60	0.00	0.16
***** TOTALS *****		100.00	100.00	11.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 307
FROM TERRIT : 140

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 76

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 10
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : HONG KONG

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	432	12.00	16.00	0.84
FROM TERRITORIES :	914	6.33	21.66	0.84
B. VISITS TO CLIENTS IN TERRITORY VISITS :	155	13.66	2.33	0.48
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	7	5.66	1.66	0.22
MISSIONS :	7	6.00	3.66	0.29
OTHER :	2	6.66	1.00	0.23
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	3	0.66	4.66	0.16
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	42	1.33	8.33	0.29
FROM TERRITORIES :	97	4.00	18.33	0.67
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.66	0.02
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	51	3.33	2.66	0.18
FROM OTHER GOV'T SOURCES- CONTACTS :	267	14.33	4.00	0.55
- REPORTS :	14	1.33	0.00	0.04
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		14.00	3.33	0.52
LEAVE, PROFESSIONAL DEVELOP :		7.33	11.00	0.55
J. SERVICE TO OTHER MISSION PROGRAMS :		1.66	2.00	0.11
***** TOTALS *****		98.28	101.28	5.99

NUMBER OF BUSINESS VISITORS FROM CANADA : 184
FROM TERRIT : 138

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 28

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : OSAKA

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG PERSON-QTR
A. EXPORT ENQUIRIES			
FROM CANADA :	87	5.00	15.00
FROM TERRITORIES :	64	5.00	15.00
B. VISITS TO CLIENTS IN TERRITORY VISITS :	52	10.00	10.00
C. EXPORT PROMOTION PROJECTS & EVENTS			
FAIRS :	3	10.00	10.00
MISSIONS :	4	5.00	5.00
OTHER :	1	10.00	5.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	25	5.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES			
FROM CANADA :	12	5.00	5.00
FROM TERRITORIES :	5	5.00	5.00
F. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :	0	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	3	5.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	11	5.00	5.00
FROM OTHER GOV'T SOURCES- CONTACTS :	15	5.00	10.00
- REPORTS :	5	5.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		5.00	0.00
LEAVE, PROFESSIONAL DEVELOP :		10.00	10.00
J. SERVICE TO OTHER MISSION PROGRAMS :		5.00	5.00
***** TOTALS *****		100.00	100.00
			4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 86
FROM TERRIT : 63

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SEOUL

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	370	12.00	39.00	1.92
FROM TERRITORIES :	312	7.00	22.00	1.09
B. VISITS TO CLIENTS IN TERRITORY	97	5.00	5.00	0.35
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	2.00	3.00	0.18
MISSIONS :	9	12.00	7.00	0.64
OTHER :	4	0.00	1.00	0.04
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	12	5.00	4.00	0.31
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	11	3.00	0.00	0.09
FROM TERRITORIES :	13	2.00	0.00	0.06
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	63	2.00	8.00	0.38
FROM OTHER GOV'T SOURCES- CONTACTS :	27	5.00	5.00	0.35
- REPORTS :	0	7.00	0.00	0.21
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		15.00	0.00	0.45
LEAVE, PROFESSIONAL DEVELOP :		20.00	6.00	0.84
J. SERVICE TO OTHER MISSION PROGRAMS		3.00	0.00	0.09
***** TOTALS *****		100.00	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 74
FROM TERRIT : 320

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SHANGHAI

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	176	16.00	35.00	1.02
FROM TERRITORIES :	41	2.50	10.00	0.25
B. VISITS TO CLIENTS IN TERRITORY VISITS :	51	6.00	12.50	0.37
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	6	16.00	16.00	0.64
OTHER :	1	2.50	0.00	0.05
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	18	5.00	0.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	1	1.00	1.00	0.04
FROM TERRITORIES :	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA :	1	6.00	0.00	0.12
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	7	1.50	3.00	0.09
FROM OTHER GOV'T SOURCES- CONTACTS :	35	2.00	8.50	0.21
- REPORTS :	12	3.50	6.50	0.20
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		5.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP :		19.00	0.00	0.38
J. SERVICE TO OTHER MISSION PROGRAMS :		14.00	7.50	0.43
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 76
FROM TERRIT : 90

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : TOKYO

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 927	12.00	13.00	2.76
	FROM TERRITORIES	: 1039	8.00	15.00	2.60
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 562	11.00	11.00	2.42
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 26	4.00	8.00	1.36
	MISSIONS	: 29	6.00	10.00	1.80
	OTHER	: 21	3.00	7.00	1.14
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 111	9.00	5.00	1.50
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 146	2.00	5.00	0.80
	FROM TERRITORIES	: 207	3.00	8.00	1.26
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 17	1.00	1.00	0.22
	CONNECTIONS ARRANGED	: 12	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA		: 6	1.00	1.00	0.22
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 47	5.00	1.00	0.62
	FROM OTHER GOV'T SOURCES- CONTACTS	: 106	4.00	1.00	0.52
	- REPORTS	: 21	3.00	1.00	0.42
I. ADMINISTRATION:	PROGRAM MANAGEMENT & ADMIN.		8.00	1.00	0.92
	LEAVE, PROFESSIONAL DEVELOP		19.00	11.00	3.22
J. SERVICE TO OTHER MISSION PROGRAMS			1.00	1.00	0.22
***** TOTALS *****			100.00	100.00	22.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 215
FROM TERRIT : 740

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 15

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 10
- LOCALLY-ENGAGED : 12

ACTIVITY REPORT
 WORKLOAD AND OFFICER SUMMARY
 TRADE TRAINING SYSTEM
 FISCAL YEAR 1987
 FOR QUARTER 2 OF FISCAL YEAR 1987

OFFICER-TIME TYPAL-TIME	CANADA LOC-ENS PERCENT-STR	NUMBER	TOKYO	
			00 41	00 42
00 1	00 00	00 41	00 00	00 00
00 2	00 00	00 42	00 00	00 00
00 3	00 00	00 43	00 00	00 00
00 4	00 00	00 44	00 00	00 00
00 5	00 00	00 45	00 00	00 00
00 6	00 00	00 46	00 00	00 00
00 7	00 00	00 47	00 00	00 00
00 8	00 00	00 48	00 00	00 00
00 9	00 00	00 49	00 00	00 00
00 10	00 00	00 50	00 00	00 00
00 11	00 00	00 51	00 00	00 00
00 12	00 00	00 52	00 00	00 00
00 13	00 00	00 53	00 00	00 00
00 14	00 00	00 54	00 00	00 00
00 15	00 00	00 55	00 00	00 00
00 16	00 00	00 56	00 00	00 00
00 17	00 00	00 57	00 00	00 00
00 18	00 00	00 58	00 00	00 00
00 19	00 00	00 59	00 00	00 00
00 20	00 00	00 60	00 00	00 00
00 21	00 00	00 61	00 00	00 00
00 22	00 00	00 62	00 00	00 00
00 23	00 00	00 63	00 00	00 00
00 24	00 00	00 64	00 00	00 00
00 25	00 00	00 65	00 00	00 00
00 26	00 00	00 66	00 00	00 00
00 27	00 00	00 67	00 00	00 00
00 28	00 00	00 68	00 00	00 00
00 29	00 00	00 69	00 00	00 00
00 30	00 00	00 70	00 00	00 00
00 31	00 00	00 71	00 00	00 00
00 32	00 00	00 72	00 00	00 00
00 33	00 00	00 73	00 00	00 00
00 34	00 00	00 74	00 00	00 00
00 35	00 00	00 75	00 00	00 00
00 36	00 00	00 76	00 00	00 00
00 37	00 00	00 77	00 00	00 00
00 38	00 00	00 78	00 00	00 00
00 39	00 00	00 79	00 00	00 00
00 40	00 00	00 80	00 00	00 00
00 41	00 00	00 81	00 00	00 00
00 42	00 00	00 82	00 00	00 00
00 43	00 00	00 83	00 00	00 00
00 44	00 00	00 84	00 00	00 00
00 45	00 00	00 85	00 00	00 00
00 46	00 00	00 86	00 00	00 00
00 47	00 00	00 87	00 00	00 00
00 48	00 00	00 88	00 00	00 00
00 49	00 00	00 89	00 00	00 00
00 50	00 00	00 90	00 00	00 00
00 51	00 00	00 91	00 00	00 00
00 52	00 00	00 92	00 00	00 00
00 53	00 00	00 93	00 00	00 00
00 54	00 00	00 94	00 00	00 00
00 55	00 00	00 95	00 00	00 00
00 56	00 00	00 96	00 00	00 00
00 57	00 00	00 97	00 00	00 00
00 58	00 00	00 98	00 00	00 00
00 59	00 00	00 99	00 00	00 00
00 60	00 00	00 100	00 00	00 00
00 61	00 00	00 101	00 00	00 00
00 62	00 00	00 102	00 00	00 00
00 63	00 00	00 103	00 00	00 00
00 64	00 00	00 104	00 00	00 00
00 65	00 00	00 105	00 00	00 00
00 66	00 00	00 106	00 00	00 00
00 67	00 00	00 107	00 00	00 00
00 68	00 00	00 108	00 00	00 00
00 69	00 00	00 109	00 00	00 00
00 70	00 00	00 110	00 00	00 00
00 71	00 00	00 111	00 00	00 00
00 72	00 00	00 112	00 00	00 00
00 73	00 00	00 113	00 00	00 00
00 74	00 00	00 114	00 00	00 00
00 75	00 00	00 115	00 00	00 00
00 76	00 00	00 116	00 00	00 00
00 77	00 00	00 117	00 00	00 00
00 78	00 00	00 118	00 00	00 00
00 79	00 00	00 119	00 00	00 00
00 80	00 00	00 120	00 00	00 00
00 81	00 00	00 121	00 00	00 00
00 82	00 00	00 122	00 00	00 00
00 83	00 00	00 123	00 00	00 00
00 84	00 00	00 124	00 00	00 00
00 85	00 00	00 125	00 00	00 00
00 86	00 00	00 126	00 00	00 00
00 87	00 00	00 127	00 00	00 00
00 88	00 00	00 128	00 00	00 00
00 89	00 00	00 129	00 00	00 00
00 90	00 00	00 130	00 00	00 00
00 91	00 00	00 131	00 00	00 00
00 92	00 00	00 132	00 00	00 00
00 93	00 00	00 133	00 00	00 00
00 94	00 00	00 134	00 00	00 00
00 95	00 00	00 135	00 00	00 00
00 96	00 00	00 136	00 00	00 00
00 97	00 00	00 137	00 00	00 00
00 98	00 00	00 138	00 00	00 00
00 99	00 00	00 139	00 00	00 00
00 100	00 00	00 140	00 00	00 00
00 101	00 00	00 141	00 00	00 00
00 102	00 00	00 142	00 00	00 00
00 103	00 00	00 143	00 00	00 00
00 104	00 00	00 144	00 00	00 00
00 105	00 00	00 145	00 00	00 00
00 106	00 00	00 146	00 00	00 00
00 107	00 00	00 147	00 00	00 00
00 108	00 00	00 148	00 00	00 00
00 109	00 00	00 149	00 00	00 00
00 110	00 00	00 150	00 00	00 00
00 111	00 00	00 151	00 00	00 00
00 112	00 00	00 152	00 00	00 00
00 113	00 00	00 153	00 00	00 00
00 114	00 00	00 154	00 00	00 00
00 115	00 00	00 155	00 00	00 00
00 116	00 00	00 156	00 00	00 00
00 117	00 00	00 157	00 00	00 00
00 118	00 00	00 158	00 00	00 00
00 119	00 00	00 159	00 00	00 00
00 120	00 00	00 160	00 00	00 00
00 121	00 00	00 161	00 00	00 00
00 122	00 00	00 162	00 00	00 00
00 123	00 00	00 163	00 00	00 00
00 124	00 00	00 164	00 00	00 00
00 125	00 00	00 165	00 00	00 00
00 126	00 00	00 166	00 00	00 00
00 127	00 00	00 167	00 00	00 00
00 128	00 00	00 168	00 00	00 00
00 129	00 00	00 169	00 00	00 00
00 130	00 00	00 170	00 00	00 00
00 131	00 00	00 171	00 00	00 00
00 132	00 00	00 172	00 00	00 00
00 133	00 00	00 173	00 00	00 00
00 134	00 00	00 174	00 00	00 00
00 135	00 00	00 175	00 00	00 00
00 136	00 00	00 176	00 00	00 00
00 137	00 00	00 177	00 00	00 00
00 138	00 00	00 178	00 00	00 00
00 139	00 00	00 179	00 00	00 00
00 140	00 00	00 180	00 00	00 00
00 141	00 00	00 181	00 00	00 00
00 142	00 00	00 182	00 00	00 00
00 143	00 00	00 183	00 00	00 00
00 144	00 00	00 184	00 00	00 00
00 145	00 00	00 185	00 00	00 00
00 146	00 00	00 186	00 00	00 00
00 147	00 00	00 187	00 00	00 00
00 148	00 00	00 188	00 00	00 00
00 149	00 00	00 189	00 00	00 00
00 150	00 00	00 190	00 00	00 00
00 151	00 00	00 191	00 00	00 00
00 152	00 00	00 192	00 00	00 00
00 153	00 00	00 193	00 00	00 00
00 154	00 00	00 194	00 00	00 00
00 155	00 00	00 195	00 00	00 00
00 156	00 00	00 196	00 00	00 00
00 157	00 00	00 197	00 00	00 00
00 158	00 00	00 198	00 00	00 00
00 159	00 00	00 199	00 00	00 00
00 160	00 00	00 200	00 00	00 00
00 161	00 00	00 201	00 00	00 00
00 162	00 00	00 202	00 00	00 00
00 163	00 00	00 203	00 00	00 00
00 164	00 00	00 204	00 00	00 00
00 165	00 00	00 205	00 00	00 00
00 166	00 00	00 206	00 00	00 00
00 167	00 00	00 207	00 00	00 00
00 168	00 00	00 208	00 00	00 00
00 169	00 00	00 209	00 00	00 00
00 170	00 00	00 210	00 00	00 00
00 171	00 00	00 211	00 00	00 00
00 172	00 00	00 212	00 00	00 00
00 173	00 00	00 213	00 00	00 00
00 174	00 00	00 214	00 00	00 00
00 175	00 00	00 215	00 00	00 00
00 176	00 00	00 216	00 00	00 00
00 177	00 00	00 217	00 00	00 00
00 178	00 00	00 218	00 00	00 00
00 179	00 00	00 219	00 00	00 00
00 180	00 00	00 220	00 00	00 00
00 181	00 00	00 221	00 00	00 00
00 182	00 00	00 222	00 00	00 00
00 183	00 00	00 223	00 00	00 00
00 184	00 00	00 224	00 00	00 00
00 185	00 00	00 225	00 00	00 00
00 186	00 00	00 226	00 00	00 00
00 187	00 00	00 227	00 00	00 00
00 188	00 00	00 228	00 00	00 00
00 189	00 00	00 229	00 00	00 00
00 190	00 00	00 230	00 00	00 00
00 191	00 00	00 231	00 00	00 00
00 192	00 00	00 232	00 00	00 00
00 193	00			

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

REGION : EAST EUROPE

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	1803	13.33	20.00	3.40
FROM TERRITORIES	695	2.11	6.18	0.87
B. VISITS TO CLIENTS IN TERRITORY VISITS :	341	9.22	5.90	1.48
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	11	7.55	10.09	1.79
MISSIONS :	59	8.77	10.45	1.94
OTHER :	89	0.44	3.09	0.38
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	125	4.88	4.72	0.96
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	15	0.44	0.00	0.04
FROM TERRITORIES :	2	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	11	0.00	0.18	0.02
CONNECTIONS ARRANGED :	5	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	150	5.55	3.27	0.86
FROM OTHER GOV'T SOURCES- CONTACTS :	408	1.88	4.27	0.64
- REPORTS :	48	3.66	2.09	0.56
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		13.00	3.27	1.53
LEAVE, PROFESSIONAL DEVELOP :		23.22	26.45	5.00
J. SERVICE TO OTHER MISSION PROGRAMS :		5.88	0.00	0.53
***** TOTALS *****		99.93	99.96	20.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 251
FROM TERRIT : 335

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 24

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 9
- LOCALLY-ENGAGED : 11

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

REGION : EUROPE

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 4731	11.89	24.86	18.64
FROM TERRITORIES	: 5050	8.29	18.09	13.39
B. VISITS TO CLIENTS IN TERRITORY VISITS	: 1013	7.93	7.01	7.46
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 100	1.93	4.36	3.20
MISSIONS	: 131	2.41	2.73	2.58
OTHER	: 107	3.68	3.82	3.76
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 283	3.64	4.21	3.94
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 277	2.95	1.46	2.18
FROM TERRITORIES	: 434	3.47	3.00	3.23
F. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA	: 237	1.72	2.57	2.17
CONNECTIONS ARRANGED	: 133	1.39	1.30	1.35
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 12	1.02	0.21	0.60
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 296	4.54	3.05	3.77
FROM OTHER GOV'T SOURCES- CONTACTS	: 619	3.89	3.50	3.69
- REPORTS	: 326	1.66	2.09	1.89
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.	: 12.31	2.59		7.26
LEAVE, PROFESSIONAL DEVELOP	: 19.08	13.76		16.32
J. SERVICE TO OTHER MISSION PROGRAMS	: 8.10	1.30		4.57
***** TOTALS *****		99.90	99.91	100.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 1256
FROM TERRIT : 1413

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 219

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 48
- LOCALLY-ENGAGED : 52

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

REGION : MULTILATERAL

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	130	20.00	0.00	0.60
FROM TERRITORIES	30	5.00	0.00	0.15
B. VISITS TO CLIENTS IN TERRITORY VISITS :	10	5.00	0.00	0.15
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	3	3.00	0.00	0.09
OTHER :	2	10.00	0.00	0.30
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	1	2.00	0.00	0.06
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	1	5.00	0.00	0.15
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	0	5.00	0.00	0.15
FROM OTHER GOV'T SOURCES- CONTACTS :	0	15.00	0.00	0.45
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		5.00	0.00	0.15
LEAVE, PROFESSIONAL DEVELOP :		15.00	0.00	0.45
J. SERVICE TO OTHER MISSION PROGRAMS :		10.00	0.00	0.30
***** TOTALS *****		100.00	0.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 0
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 0

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BELGRADE

	NUMBER	% OFFICER-TIME		TOTAL-TIME PERSON-QTR
		CANADA	LOC-ENG	
A. EXPORT ENQUIRIES				
FROM CANADA :	147	15.00	15.00	0.60
FROM TERRITORIES :	52	5.00	6.00	0.22
B. VISITS TO CLIENTS IN TERRITORY VISITS :	46	5.00	10.00	0.30
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	2	20.00	22.50	0.85
MISSIONS :	5	5.00	5.00	0.20
OTHER :	2	0.00	1.00	0.02
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	6	5.00	5.00	0.20
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	1	0.50	0.00	0.01
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	2	2.50	2.50	0.10
FROM OTHER GOV'T SOURCES- CONTACTS :	123	0.00	0.00	0.00
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		13.00	0.00	0.26
LEAVE, PROFESSIONAL DEVELOP :		29.00	33.00	1.24
J. SERVICE TO OTHER MISSION PROGRAMS :		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 35
FROM TERRIT : 28

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BUCHAREST

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	150	7.00	13.00	0.33
FROM TERRITORIES :	83	4.00	10.00	0.24
B. VISITS TO CLIENTS IN TERRITORY VISITS :	74	15.00	13.00	0.41
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	4.00	7.00	0.18
MISSIONS :	10	2.00	2.00	0.06
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	28	8.00	9.00	0.26
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	29	4.00	5.00	0.14
FROM OTHER GOV'T SOURCES- CONTACTS :	18	2.00	4.00	0.10
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		16.00	9.00	0.34
LEAVE, PROFESSIONAL DEVELOP :		8.00	28.00	0.64
J. SERVICE TO OTHER MISSION PROGRAMS :		30.00	0.00	0.30
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 23
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BUDAPEST

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	188	15.00	38.00	0.53
FROM TERRITORIES	8	0.00	0.00	0.00
B. VISITS TO CLIENTS IN TERRITORY VISITS	58	15.00	3.00	0.18
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	3	17.00	18.00	0.35
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	10	0.00	0.00	0.00
FROM TERRITORIES	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	7	0.00	0.00	0.00
CONNECTIONS ARRANGED	5	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	7	4.00	8.00	0.12
FROM OTHER GOV'T SOURCES- CONTACTS	116	2.00	4.00	0.06
- REPORTS	3	2.00	2.00	0.04
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		10.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP		30.00	27.00	0.57
J. SERVICE TO OTHER MISSION PROGRAMS		5.00	0.00	0.05
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 66
FROM TERRIT : 17

NUMBER OF Pemd APPLICATIONS COMMENTED ON: 8

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : MOSCOW

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	349	17.66	30.50	1.14
FROM TERRITORIES	0	0.00	0.00	0.00
B. VISITS TO CLIENTS IN TERRITORY	26	6.00	0.00	0.18
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	3	1.66	0.00	0.05
MISSIONS	28	10.33	22.00	0.75
OTHER	1	0.00	1.00	0.02
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	11	5.66	0.00	0.17
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	4	1.00	0.00	0.03
FROM TERRITORIES	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	40	11.00	0.00	0.33
FROM OTHER GOV'T SOURCES- CONTACTS	105	1.66	15.00	0.35
- REPORTS	37	9.66	10.00	0.49
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		7.66	0.00	0.23
LEAVE, PROFESSIONAL DEVELOP		26.00	21.50	1.21
J. SERVICE TO OTHER MISSION PROGRAMS		1.66	0.00	0.05
***** TOTALS *****		99.95	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 45
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 7

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : PRAGUE

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	832	5.00	19.00	0.43
FROM TERRITORIES :	484	2.00	10.00	0.22
B. VISITS TO CLIENTS IN TERRITORY VISITS :	53	9.00	3.00	0.15
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	4	15.00	23.50	0.62
MISSIONS :	12	15.00	17.00	0.49
OTHER :	1	0.00	1.00	0.02
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PRDG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS :	6	2.00	1.00	0.04
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		35.00	3.50	0.42
LEAVE, PROFESSIONAL DEVELOP :		16.00	22.00	0.60
J. SERVICE TO OTHER MISSION PROGRAMS :		1.00	0.00	0.01
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 43
FROM TERRIT : 280

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : WARSAW

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	137	10.00	13.50	0.37
FROM TERRITORIES	68	3.00	8.00	0.19
B. VISITS TO CLIENTS IN TERRITORY	84	16.00	5.00	0.26
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	4.00	2.50	0.09
MISSIONS	1	4.00	2.50	0.09
OTHER	85	4.00	14.00	0.32
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	80	9.00	12.00	0.33
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	4	0.00	1.00	0.02
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	72	4.00	6.50	0.17
FROM OTHER GOV'T SOURCES- CONTACTS	40	6.00	1.50	0.09
- REPORTS	8	2.00	0.50	0.03
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		7.00	5.50	0.18
LEAVE, PROFESSIONAL DEVELOP		19.00	27.50	0.74
J. SERVICE TO OTHER MISSION PROGRAMS		12.00	0.00	0.12
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 39
FROM TERRIT : 10

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : ANKARA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	551	45.00	37.50	1.20
FROM TERRITORIES	237	13.00	20.50	0.54
B. VISITS TO CLIENTS IN TERRITORY VISITS	71	12.00	9.50	0.31
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	1.00	0.00	0.01
MISSIONS	3	4.00	0.00	0.04
OTHER	1	1.00	0.00	0.01
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	38	2.00	7.50	0.17
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	4	0.00	1.00	0.02
FROM TERRITORIES	2	0.00	1.00	0.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	1	0.00	0.50	0.01
CONNECTIONS ARRANGED	1	0.00	0.50	0.01
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	10	1.00	3.50	0.08
FROM OTHER GOV'T SOURCES- CONTACTS	68	1.00	3.00	0.07
- REPORTS	158	1.00	2.50	0.06
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		7.00	0.00	0.07
LEAVE, PROFESSIONAL DEVELOP		11.00	13.00	0.37
J. SERVICE TO OTHER MISSION PROGRAMS		1.00	0.00	0.01
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 45
FROM TERRIT : 33

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : ATHENS

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	238	5.00	34.00	1.07
FROM TERRITORIES	169	5.00	19.00	0.62
B. VISITS TO CLIENTS IN TERRITORY VISITS	56	15.00	6.00	0.33
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	6	0.00	1.00	0.03
MISSIONS	2	5.00	2.00	0.11
OTHER	2	0.00	2.00	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	5	2.00	6.00	0.20
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	1	0.00	1.00	0.03
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	1	10.00	0.00	0.10
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	5	5.00	3.00	0.14
FROM OTHER GOV'T SOURCES- CONTACTS	6	0.00	2.00	0.06
- REPORTS	6	0.00	2.00	0.06
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	5.00	0.25
LEAVE, PROFESSIONAL DEVELOP		40.00	17.00	0.91
J. SERVICE TO OTHER MISSION PROGRAMS		3.00	0.00	0.03
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 31
FROM TERRIT : 125

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS -- CANADA-BASED : 1
-- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BONN

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	188	17.50	10.00	1.00
FROM TERRITORIES	121	2.50	3.33	0.20
B. VISITS TO CLIENTS IN TERRITORY VISITS	26	5.75	3.33	0.33
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	3	5.00	0.00	0.20
MISSIONS	4	2.50	0.00	0.10
OTHER	1	10.00	15.00	0.85
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	34	6.25	16.66	0.75
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	11	1.25	1.66	0.10
FROM TERRITORIES	10	1.25	1.66	0.10
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	31	2.50	10.00	0.40
CONNECTIONS ARRANGED	8	5.00	5.00	0.35
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	14	6.25	5.00	0.40
FROM OTHER GOV'T SOURCES- CONTACTS	0	0.00	0.00	0.00
- REPORTS	10	2.50	10.00	0.40
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		5.50	3.33	0.32
LEAVE, PROFESSIONAL DEVELOP		7.50	1.00	0.33
J. SERVICE TO OTHER MISSION PROGRAMS		18.75	14.00	1.17
***** TOTALS *****		100.00	99.97	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 41
FROM TERRIT : 20

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BRUSSELS

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	98	8.33	16.00	0.57
FROM TERRITORIES :	109	10.00	19.00	0.68
B. VISITS TO CLIENTS IN TERRITORY	28	6.66	7.50	0.35
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	5	6.00	7.50	0.33
MISSIONS :	4	3.33	7.00	0.24
OTHER :	2	0.66	3.00	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	30	3.33	8.50	0.27
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	12	3.33	1.00	0.12
FROM TERRITORIES :	15	5.00	1.50	0.18
F. TECHNOLOGY INFLOW PROGRAM ENQR'S FRM CANADA :	14	5.00	0.00	0.15
CONNECTIONS ARRANGED :	12	2.66	0.00	0.08
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	7	3.33	0.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS :	12	2.66	2.50	0.13
- REPORTS :	4	1.33	4.00	0.12
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		5.00	0.00	0.15
LEAVE, PROFESSIONAL DEVELOP :		31.66	22.50	1.40
J. SERVICE TO OTHER MISSION PROGRAMS :		1.66	0.00	0.05
***** TOTALS *****		99.94	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 21
FROM TERRIT : 85

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 10

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BRUSSELS, NAC

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	130	20.00	0.00	0.60
FROM TERRITORIES	30	5.00	0.00	0.15
B. VISITS TO CLIENTS IN TERRITORY VISITS	10	5.00	0.00	0.15
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	3	3.00	0.00	0.09
OTHER	2	10.00	0.00	0.30
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	1	2.00	0.00	0.06
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	1	5.00	0.00	0.15
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	0	5.00	0.00	0.15
FROM OTHER GOV'T SOURCES- CONTACTS	0	15.00	0.00	0.45
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		5.00	0.00	0.15
LEAVE, PROFESSIONAL DEVELOP		15.00	0.00	0.45
J. SERVICE TO OTHER MISSION PROGRAMS		10.00	0.00	0.30
***** TOTALS *****		100.00	0.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 0
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 0

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : COPENHAGEN

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	197	7.00	25.00	0.57
FROM TERRITORIES	173	2.00	20.00	0.42
B. VISITS TO CLIENTS IN TERRITORY	21	2.00	6.00	0.14
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	2.50	0.05
MISSIONS	4	0.00	2.50	0.05
OTHER	3	20.00	2.50	0.25
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	9	20.00	5.00	0.30
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	2	5.00	0.00	0.05
FROM TERRITORIES	4	2.00	1.50	0.05
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	4	0.00	4.00	0.08
CONNECTIONS ARRANGED	1	0.00	0.50	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	4	8.00	1.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	24	5.00	5.00	0.15
- REPORTS	7	2.00	4.50	0.11
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		17.00	0.00	0.17
LEAVE, PROFESSIONAL DEVELOP		8.00	20.00	0.48
J. SERVICE TO OTHER MISSION PROGRAMS		2.00	0.00	0.02
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 44
FROM TERRIT : 29

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 10

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : DUBLIN

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	147	15.00	19.00	0.34
FROM TERRITORIES	198	14.00	17.00	0.31
B. VISITS TO CLIENTS IN TERRITORY	31	25.00	5.00	0.30
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	3	2.00	2.00	0.04
MISSIONS	3	6.00	8.00	0.14
OTHER	3	2.00	4.00	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	8	9.00	6.00	0.15
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	5	3.00	2.00	0.05
FROM TERRITORIES	6	3.00	3.00	0.06
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	6	2.00	3.00	0.05
CONNECTIONS ARRANGED	3	1.00	4.00	0.05
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	8	3.00	7.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	12	2.00	8.00	0.10
- REPORTS	7	1.00	8.00	0.09
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		7.00	1.00	0.08
LEAVE, PROFESSIONAL DEVELOP		3.00	2.00	0.05
J. SERVICE TO OTHER MISSION PROGRAMS		2.00	1.00	0.03
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 0
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : DUSSELDORF

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	171	8.33	26.50	0.78
FROM TERRITORIES	190	11.66	22.50	0.80
B. VISITS TO CLIENTS IN TERRITORY	96	11.00	8.00	0.49
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	15	2.66	10.00	0.28
MISSIONS	7	3.33	5.00	0.20
OTHER	8	2.66	0.50	0.09
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	8	4.33	0.00	0.13
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	11	2.66	1.00	0.10
FROM TERRITORIES	14	1.66	1.50	0.08
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	14	1.00	2.50	0.08
CONNECTIONS ARRANGED	7	0.66	0.00	0.02
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	2	1.66	4.00	0.13
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	11	3.33	0.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	63	6.66	3.50	0.27
- REPORTS	8	1.33	2.50	0.09
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		15.33	0.00	0.46
LEAVE, PROFESSIONAL DEVELOP		13.33	12.50	0.65
J. SERVICE TO OTHER MISSION PROGRAMS		8.33	0.00	0.25
***** TOTALS *****		99.92	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 17
FROM TERRIT : 26

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 39

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

87/12/23

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : HELSINKI

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	147	11.00	26.00	0.63
FROM TERRITORIES :	221	3.00	12.00	0.27
B. VISITS TO CLIENTS IN TERRITORY VISITS :	46	9.00	7.00	0.23
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	2	0.00	10.00	0.20
OTHER :	1	6.00	1.00	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	16	2.00	6.00	0.14
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	20	3.00	2.00	0.07
FROM TERRITORIES :	33	5.00	4.00	0.13
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	21	2.00	2.00	0.06
CONNECTIONS ARRANGED :	2	1.00	0.00	0.01
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	15	7.00	1.00	0.09
FROM OTHER GOV'T SOURCES- CONTACTS :	50	2.00	7.00	0.16
- REPORTS :	13	2.00	4.00	0.10
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		8.00	0.00	0.08
LEAVE, PROFESSIONAL DEVELOP :		30.00	18.00	0.66
J. SERVICE TO OTHER MISSION PROGRAMS :		9.00	0.00	0.09
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 38
FROM TERRIT : 79

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : LISBON

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	102	21.00	20.00	0.41
FROM TERRITORIES	43	8.00	5.00	0.13
B. VISITS TO CLIENTS IN TERRITORY VISITS	22	9.00	8.00	0.17
C. EXPORT PROMOTION PROJECTS & EVENTS FAIRS	1	6.00	4.00	0.10
MISSIONS	2	4.00	4.00	0.08
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	9	6.00	6.00	0.12
E. INVESTMENT/PROMOTION ENQUIRIES FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	11	16.00	20.00	0.36
FROM OTHER GOV'T SOURCES- CONTACTS	8	2.00	1.00	0.03
- REPORTS	3	5.00	2.00	0.07
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		4.00	0.00	0.04
LEAVE, PROFESSIONAL DEVELOP		15.00	30.00	0.45
J. SERVICE TO OTHER MISSION PROGRAMS		4.00	0.00	0.04
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 24
FROM TERRIT : 43

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : LONDON

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	704	9.40	28.16	2.16
FROM TERRITORIES	1688	24.00	26.83	2.81
B. VISITS TO CLIENTS IN TERRITORY VISITS	94	6.00	6.00	0.66
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	8	0.00	8.50	0.51
MISSIONS	1	1.00	0.00	0.05
OTHER	16	2.80	3.33	0.34
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	14	4.00	1.66	0.30
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	47	3.80	0.00	0.19
FROM TERRITORIES	81	2.80	2.66	0.30
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	37	4.60	5.66	0.57
FROM OTHER GOV'T SOURCES- CONTACTS	64	5.40	7.66	0.73
- REPORTS	4	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		9.00	6.66	0.85
LEAVE, PROFESSIONAL DEVELOP		23.00	2.83	1.32
J. SERVICE TO OTHER MISSION PROGRAMS		4.20	0.00	0.21
***** TOTALS *****		100.00	99.95	11.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 423
FROM TERRIT : 347

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 23

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 5
- LOCALLY-ENGAGED : 6

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : LYON

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG PERSON-QTR
A. EXPORT ENQUIRIES			
FROM CANADA :	44	8.00	0.33
FROM TERRITORIES :	147	14.00	0.51
B. VISITS TO CLIENTS IN TERRITORY VISITS :	28	6.00	0.27
C. EXPORT PROMOTION PROJECTS & EVENTS			
FAIRS :	1	0.00	0.00
MISSIONS :	60	4.50	0.34
OTHER :	19	2.50	0.07
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	4	0.50	0.01
E. INVESTMENT/PROMOTION ENQUIRIES			
FROM CANADA :	2	0.50	0.01
FROM TERRITORIES :	4	1.00	0.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	1	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	4	1.50	0.03
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	4	1.50	0.03
FROM OTHER GOV'T SOURCES- CONTACTS :	14	3.50	0.07
- REPORTS :	20	3.00	0.06
I. ADMINISTRATION:			
PROGRAM MANAGEMENT & ADMIN. :		20.00	0.57
LEAVE, PROFESSIONAL DEVELOP :		18.50	0.38
J. SERVICE TO OTHER MISSION PROGRAMS :		15.00	0.30
***** TOTALS *****		100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 10
FROM TERRIT : 26

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

87/12/23

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : MADRID

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	325	15.00	26.75	1.37
FROM TERRITORIES	427	12.50	30.25	1.46
B. VISITS TO CLIENTS IN TERRITORY	95	5.00	5.75	0.33
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	0.25	0.01
MISSIONS	0	0.00	0.00	0.00
OTHER	3	2.50	1.00	0.09
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	19	2.50	2.50	0.15
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	4	1.00	0.25	0.03
FROM TERRITORIES	15	9.00	0.75	0.21
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	14	6.50	1.50	0.19
CONNECTIONS ARRANGED	10	1.00	0.50	0.04
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FRM GOV'T SOURCES-DEA REPTS	18	3.00	1.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	15	1.00	1.00	0.06
- REPORTS	14	1.00	1.00	0.06
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		12.50	1.00	0.29
LEAVE, PROFESSIONAL DEVELOP		17.50	21.00	1.19
J. SERVICE TO OTHER MISSION PROGRAMS		10.00	5.50	0.42
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 46
FROM TERRIT : 141

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 7

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : MILAN

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	261	4.00	21.66	0.77
FROM TERRITORIES	237	0.33	17.66	0.54
B. VISITS TO CLIENTS IN TERRITORY VISITS :	42	5.00	7.33	0.37
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	9	4.00	11.00	0.45
MISSIONS :	4	0.00	1.66	0.05
OTHER :	7	1.66	2.33	0.12
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	6	0.00	2.00	0.06
FROM TERRITORIES :	28	8.00	5.33	0.40
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	26	5.00	5.66	0.32
CONNECTIONS ARRANGED :	5	3.66	1.66	0.16
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	1	1.66	0.00	0.05
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS :	6	12.66	0.00	0.38
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		23.33	0.00	0.70
LEAVE, PROFESSIONAL DEVELOP :		25.66	23.66	1.48
J. SERVICE TO OTHER MISSION PROGRAMS :		5.00	0.00	0.15
***** TOTALS *****		99.96	99.95	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 48
FROM TERRIT : 72

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 19

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

87/12/23

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : MUNICH

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG PERSON-QTR
A. EXPORT ENQUIRIES			
FROM CANADA	123	2.00	0.54
FROM TERRITORIES	104	0.00	0.38
B. VISITS TO CLIENTS IN TERRITORY	39	2.00	0.38
C. EXPORT PROMOTION PROJECTS & EVENTS			
FAIRS	8	2.00	0.44
MISSIONS	11	1.00	0.13
OTHER	1	4.00	0.12
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	2	1.00	0.07
E. INVESTMENT/PROMOTION ENQUIRIES			
FROM CANADA	17	6.00	0.18
FROM TERRITORIES	28	4.00	0.22
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	5	1.00	0.03
CONNECTIONS ARRANGED	0	0.00	0.00
G. PARTICPT'N IN PRDG-RELATED EVENTS IN CANADA	0	1.00	0.03
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	4	2.00	0.08
FROM OTHER GOV'T SOURCES- CONTACTS	14	4.00	0.12
- REPORTS	2	0.00	0.00
I. ADMINISTRATION:			
PROGRAM MANAGEMENT & ADMIN.		28.00	0.84
LEAVE, PROFESSIONAL DEVELOP		26.00	0.96
J. SERVICE TO OTHER MISSION PROGRAMS		16.00	0.48
***** TOTALS *****		100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 38
 FROM TERRIT : 21

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 10

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
 - LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : OSLO

	NUMBER	% OFFICER-TIME		TOTAL-TIME PERSON-QTR
		CANADA	LOC-ENG	
A. EXPORT ENQUIRIES				
FROM CANADA	328	10.00	43.00	1.06
FROM TERRITORIES	205	8.00	17.50	0.51
B. VISITS TO CLIENTS IN TERRITORY	63	6.50	13.50	0.40
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	6.00	0.00	0.12
MISSIONS	3	3.00	4.00	0.14
OTHER	1	0.50	0.00	0.01
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	15	7.50	0.00	0.15
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	25	4.00	0.50	0.09
FROM TERRITORIES	54	4.50	2.50	0.14
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	13	1.00	1.00	0.04
CONNECTIONS ARRANGED	3	0.50	2.00	0.05
G. PARTICPT'N IN PRDG-RELATED EVENTS IN CANADA	1	4.00	0.00	0.08
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	11	2.00	2.50	0.09
FROM OTHER GOV'T SOURCES- CONTACTS	64	2.50	2.50	0.10
- REPORTS	6	2.50	0.00	0.05
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	0.50	0.21
LEAVE, PROFESSIONAL DEVELOP		26.50	10.00	0.73
J. SERVICE TO OTHER MISSION PROGRAMS		1.00	0.50	0.03
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 128
FROM TERRIT : 57

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 15

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : PARIS

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	415	17.66	25.20	2.32
FROM TERRITORIES :	355	7.66	21.60	1.54
B. VISITS TO CLIENTS IN TERRITORY : VISITS :	79	15.33	2.40	1.04
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	12	1.00	4.20	0.27
MISSIONS :	4	1.66	0.40	0.12
OTHER :	8	3.33	2.00	0.30
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	20	1.33	4.40	0.30
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	28	2.66	1.00	0.21
FROM TERRITORIES :	41	2.66	0.80	0.20
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	15	0.66	1.00	0.09
CONNECTIONS ARRANGED :	29	1.33	1.40	0.15
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	3	2.50	0.00	0.15
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	57	5.50	1.60	0.41
FROM OTHER GOV'T SOURCES- CONTACTS :	94	4.83	1.80	0.38
- REPORTS :	19	4.16	1.20	0.31
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		12.33	4.40	0.96
LEAVE, PROFESSIONAL DEVELOP :		12.16	26.60	2.06
J. SERVICE TO OTHER MISSION PROGRAMS :		3.16	0.00	0.19
***** TOTALS *****		99.92	100.00	11.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 147
FROM TERRIT : 172

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 41

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 6
- LOCALLY-ENGAGED : 5

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : ROME

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	204	20.00	34.00	1.28
FROM TERRITORIES	76	5.00	12.00	0.39
B. VISITS TO CLIENTS IN TERRITORY VISITS	46	4.00	13.00	0.38
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	1.00	0.02
MISSIONS	4	0.00	4.00	0.08
OTHER	4	3.00	0.00	0.09
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	14	7.00	8.00	0.37
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	13	4.00	1.00	0.14
FROM TERRITORIES	6	3.00	0.00	0.09
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	2.00	0.04
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	27	8.00	5.00	0.34
FROM OTHER GOV'T SOURCES- CONTACTS	31	4.00	5.00	0.22
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		17.00	3.00	0.57
LEAVE, PROFESSIONAL DEVELOP		25.00	12.00	0.99
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 8
FROM TERRIT : 15

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : STOCKHOLM

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	194	14.00	20.25	1.09
FROM TERRITORIES :	146	8.00	14.50	0.74
B. VISITS TO CLIENTS IN TERRITORY : VISITS :	56	9.50	7.00	0.47
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	8	0.00	4.25	0.17
MISSIONS :	4	6.00	1.50	0.18
OTHER :	11	5.00	17.50	0.80
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	7	5.00	0.00	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	20	9.50	7.00	0.47
FROM TERRITORIES :	22	5.50	1.00	0.15
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	44	5.00	8.75	0.45
CONNECTIONS ARRANGED :	30	0.00	2.25	0.09
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.75	0.03
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	11	4.00	4.25	0.25
FROM OTHER GOV'T SOURCES- CONTACTS :	30	1.00	7.50	0.32
- REPORTS :	7	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		8.00	1.50	0.22
LEAVE, PROFESSIONAL DEVELOP :		15.50	2.00	0.39
J. SERVICE TO OTHER MISSION PROGRAMS :		4.00	0.00	0.08
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 73
FROM TERRIT : 35

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 16

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : HAGUE, THE

		NUMBER	% OFFICER-TIME CANADA	LOC-ENG TOTAL-TIME	PERSON-QTR
A. EXPORT ENQUIRIES	FROM CANADA	: 181	6.66	20.00	0.80
	FROM TERRITORIES	: 70	3.33	3.33	0.20
B. VISITS TO CLIENTS IN TERRITORY	VISITS	: 41	6.66	3.33	0.30
C. EXPORT PROMOTION PROJECTS & EVENTS	FAIRS	: 10	0.33	3.33	0.11
	MISSIONS	: 7	6.66	3.33	0.30
	OTHER	: 7	5.33	3.33	0.26
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED		: 12	0.33	3.33	0.11
E. INVESTMENT/PROMOTION ENQUIRIES	FROM CANADA	: 42	4.00	3.33	0.22
	FROM TERRITORIES	: 35	3.33	20.00	0.70
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA		: 19	0.00	3.33	0.10
	CONNECTIONS ARRANGED	: 18	3.33	3.33	0.20
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA		: 0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS		: 36	6.66	3.33	0.30
	FROM OTHER GOV'T SOURCES- CONTACTS	: 25	3.33	3.33	0.20
	- REPORTS	: 28	3.33	3.33	0.20
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.			6.66	3.33	0.30
	LEAVE, PROFESSIONAL DEVELOP		13.33	16.66	0.90
J. SERVICE TO OTHER MISSION PROGRAMS			26.66	0.00	0.80
***** TOTALS *****			99.93	99.95	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 46
FROM TERRIT : 44

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : VIENNA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	113	2.00	16.50	0.35
FROM TERRITORIES :	134	1.00	16.50	0.34
B. VISITS TO CLIENTS IN TERRITORY	33	4.00	8.50	0.21
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	6	1.00	2.50	0.06
MISSIONS :	2	2.00	0.50	0.03
OTHER :	9	1.00	3.50	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	19	2.00	6.50	0.15
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	7	1.00	1.50	0.04
FROM TERRITORIES :	35	7.00	5.50	0.18
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	9	4.00	2.00	0.08
CONNECTIONS ARRANGED :	4	3.00	5.00	0.13
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	8	6.00	3.50	0.13
FROM OTHER GOV'T SOURCES- CONTACTS :	19	3.00	5.50	0.14
- REPORTS :	10	3.00	4.00	0.11
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		10.00	1.50	0.13
LEAVE, PROFESSIONAL DEVELOP :		30.00	16.00	0.62
J. SERVICE TO OTHER MISSION PROGRAMS :		20.00	1.00	0.22
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 28
FROM TERRIT : 43

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2



TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

LATIN AMERICA & CARIBBEAN

REGION : LATIN AMERICA & CARIBBEAN

ACTIVITY	NUMBER	OFFICER-TIME		TOTAL-TIME
		CANADA	LDC-ENG	
EXPORT INQUIRIES				
FROM CANADA	4540	12.76	35.70	15.9%
FROM TERRITORIES	10430	11.46	22.90	7.9%
VISITS TO CLIENTS IN TERRITORY				
LCT		10.28	16.53	5.34
EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	24	1.64	3.60	1.35
MISSIONS		4.42	7.76	4.13
OTHER		1.57	1.78	1.22
COMMERCIAL / ECONOMIC				
COMPLETED		3.39	8.03	2.66
INVESTMENT/PROMOTION				
IN CANADA		1.07	0.43	0.40
TERRITORIES		0.89	0.36	0.36
TECHNOLOGY INFLOW PROGRAM				
ENGR'S FROM CANADA	3	0.25	0.53	0.28
CONNECTIONS ARRANGED	13	0.54	0.62	0.27
PARTICIPATION IN PROG-RELATED EVENTS IN CANADA	4	0.17	1.20	0.36
SERVICE REQUESTS FROM GOV'T SOURCES-DEPT	171	5.14	1.43	1.27
FROM OTHER GOV'T SOURCES-CONTACTS	230	3.02	2.46	2.84
- REPORTS	97	3.08	0.93	1.26
ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN		9.71	0.93	3.10
LEADS, PROFESSIONAL DEVELOP		14.44	5.06	2.43
SERVICE TO OTHER MISSION PROGRAMS		2.17	1.36	1.05
TOTALS		99.92	99.93	38.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 340
FROM TERRIT : 1007

NUMBER OF PERS APPLICATIONS COMMENTED ON : 20

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 28
- LOCALLY-EMPLOYED : 30

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

REGION : LATIN AMERICA & CARIBBEAN

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	4540	18.75	35.70	15.96
FROM TERRITORIES :	3430	11.46	22.50	9.96
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 1068	10.28	10.53	6.04
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	24	1.64	3.63	1.55
MISSIONS :	53	6.42	7.76	4.13
OTHER :	53	2.57	1.76	1.25
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	72	3.85	3.33	2.08
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	55	1.07	0.43	0.43
FROM TERRITORIES :	95	0.89	0.36	0.36
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	9	0.25	0.03	0.08
CONNECTIONS ARRANGED :	13	0.64	0.63	0.37
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	4	0.17	1.10	0.38
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	171	5.14	1.43	1.87
FROM OTHER GOV'T SOURCES- CONTACTS :	236	3.92	2.46	1.84
- REPORTS :	97	3.35	0.93	1.22
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		9.71	0.93	3.00
LEAVE, PROFESSIONAL DEVELOP :		14.64	5.06	5.62
J. SERVICE TO OTHER MISSION PROGRAMS		5.17	1.36	1.86
***** TOTALS *****		99.92	99.93	58.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 560
FROM TERRIT : 1007

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 80

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 28
- LOCALLY-ENGAGED : 30

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BRIDGETOWN

	NUMBER	% OFFICER-TIME		TOTAL-TIME
		CANADA	LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	253	10.00	55.00	0.65
FROM TERRITORIES	23	3.00	5.00	0.08
B. VISITS TO CLIENTS IN TERRITORY	14	5.00	3.00	0.08
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	3	5.00	30.00	0.35
OTHER	1	25.00	0.00	0.25
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	2	1.00	0.00	0.01
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	0	0.00	0.00	0.00
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS	9	3.00	1.00	0.04
- REPORTS	6	5.00	1.00	0.06
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		5.00	5.00	0.10
LEAVE, PROFESSIONAL DEVELOP		33.00	0.00	0.33
J. SERVICE TO OTHER MISSION PROGRAMS		5.00	0.00	0.05
***** TOTALS *****		100.00	100.00	2.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 25
FROM TERRIT : 15

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : GUATEMALA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	0	0.00	30.00	0.30
FROM TERRITORIES :	0	0.00	30.00	0.30
B. VISITS TO CLIENTS IN TERRITORY	0	0.00	10.00	0.10
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	0	0.00	0.00	0.00
MISSIONS :	1	0.00	10.00	0.10
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	0	0.00	0.00	0.00
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	1	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS :	0	0.00	5.00	0.05
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		0.00	5.00	0.05
LEAVE, PROFESSIONAL DEVELOP :		0.00	0.00	0.00
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	10.00	0.10
***** TOTALS *****		0.00	100.00	1.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 67
FROM TERRIT : 80

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 0
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : HAVANA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	233	19.00	16.50	0.71
FROM TERRITORIES	118	8.50	9.50	0.36
B. VISITS TO CLIENTS IN TERRITORY VISITS :	59	20.00	17.00	0.74
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	2	0.00	3.50	0.07
MISSIONS :	2	5.00	0.00	0.10
OTHER :	11	10.00	9.50	0.39
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	1	0.00	1.00	0.02
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	5	3.50	0.00	0.07
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	7.50	9.00	0.33
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	2	0.00	5.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS :	14	5.00	6.50	0.23
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		12.50	4.00	0.33
LEAVE, PROFESSIONAL DEVELOP :		5.00	18.50	0.47
J. SERVICE TO OTHER MISSION PROGRAMS :		4.00	0.00	0.08
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 27
FROM TERRIT : 20

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 2

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

REVISED

87/12/23

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : KINGSTON

	NUMBER	% OFFICER-TIME		TOTAL-TIME PERSON-QTR
		CANADA	LOC-ENG	
A. EXPORT ENQUIRIES				
FROM CANADA	327	25.00	45.00	1.15
FROM TERRITORIES	320	15.00	34.00	0.83
B. VISITS TO CLIENTS IN TERRITORY	68	15.00	9.00	0.33
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	1	1.00	1.00	0.03
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	3	1.00	2.00	0.05
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	4	2.00	0.00	0.02
FROM TERRITORIES	2	0.00	1.00	0.02
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	12	4.00	1.00	0.06
FROM OTHER GOV'T SOURCES- CONTACTS	28	2.00	4.00	0.10
- REPORTS	15	0.00	3.00	0.06
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		4.00	0.00	0.04
LEAVE, PROFESSIONAL DEVELOP		30.00	0.00	0.30
J. SERVICE TO OTHER MISSION PROGRAMS		1.00	0.00	0.01
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 29
FROM TERRIT : 97

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : MEXICO

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	211	6.75	42.00	1.53
FROM TERRITORIES :	193	6.00	25.66	1.01
B. VISITS TO CLIENTS IN TERRITORY VISITS :	98	9.00	4.66	0.50
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	2	0.50	0.66	0.04
MISSIONS :	8	2.00	3.66	0.23
OTHER :	14	0.50	1.00	0.05
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	10	3.00	2.66	0.20
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	17	1.25	0.00	0.05
FROM TERRITORIES :	10	1.00	0.00	0.04
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	1	0.00	0.33	0.01
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA :	1	0.50	0.00	0.02
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	43	10.75	2.66	0.51
FROM OTHER GOV'T SOURCES- CONTACTS :	64	3.50	0.66	0.16
- REPORTS :	10	2.00	0.00	0.08
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		17.25	1.66	0.74
LEAVE, PROFESSIONAL DEVELOP :		28.50	6.33	1.33
J. SERVICE TO OTHER MISSION PROGRAMS :		7.50	6.00	0.48
***** TOTALS *****		100.00	99.94	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 58
FROM TERRIT : 180

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 10

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 4
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : PORT-OF-SPAIN

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	106	22.50	25.00	0.95
FROM TERRITORIES	69	18.00	24.50	0.85
B. VISITS TO CLIENTS IN TERRITORY	31	8.00	11.00	0.38
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	1	5.00	8.50	0.27
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	13	12.50	7.00	0.39
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	2	0.00	2.50	0.05
FROM TERRITORIES	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM. GOV'T. SOURCES-DEA. REPTS.	1	0.00	1.00	0.02
FROM OTHER GOV'T SOURCES- CONTACTS	17	13.50	6.50	0.40
- REPORTS	7	6.50	1.00	0.15
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		3.50	1.00	0.09
LEAVE, PROFESSIONAL DEVELOP		3.00	11.00	0.28
J. SERVICE TO OTHER MISSION PROGRAMS		7.50	1.00	0.17
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 24
FROM TERRIT : 39

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SAN JOSE

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	130	20.00	8.00	0.48
FROM TERRITORIES :	80	10.00	5.00	0.25
B. VISITS TO CLIENTS IN TERRITORY : VISITS :	17	11.00	5.00	0.27
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	2	2.50	30.00	0.35
MISSIONS :	3	9.00	25.00	0.43
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	1	2.50	2.00	0.07
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	7	1.00	2.00	0.04
FROM TERRITORIES :	7	0.00	3.00	0.03
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	1	0.00	18.00	0.18
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	1	1.50	0.00	0.03
FROM OTHER GOV'T SOURCES- CONTACTS :	5	5.00	0.00	0.10
- REPORTS :	1	2.50	0.00	0.05
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		12.50	0.00	0.25
LEAVE, PROFESSIONAL DEVELOP :		15.00	0.00	0.30
J. SERVICE TO OTHER MISSION PROGRAMS :		7.50	2.00	0.17
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 37
FROM TERRIT : 40

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BOGOTA

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	721	26.66	35.00	1.85
FROM TERRITORIES	418	23.33	30.00	1.60
B. VISITS TO CLIENTS IN TERRITORY : VISITS	178	13.33	13.33	0.80
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	5.00	3.33	0.25
MISSIONS	1	3.33	3.33	0.20
OTHER	6	3.33	3.33	0.20
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	5	5.00	1.66	0.20
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	6	3.33	1.66	0.15
FROM TERRITORIES	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	4	3.33	1.66	0.15
FROM OTHER GOV'T SOURCES- CONTACTS	15	5.00	6.66	0.35
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		6.66	0.00	0.20
LEAVE, PROFESSIONAL DEVELOP		1.66	0.00	0.05
J. SERVICE TO OTHER MISSION PROGRAMS		0.00	0.00	0.00
***** TOTALS *****		99.96	99.96	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 40
FROM TERRIT : 52

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 4

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BRASILIA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	130	13.00	30.00	0.56
FROM TERRITORIES :	49	0.00	30.00	0.30
B. VISITS TO CLIENTS IN TERRITORY VISITS :	55	10.00	5.00	0.25
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	1	0.00	5.00	0.05
MISSIONS :	4	5.00	10.00	0.20
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	0	5.00	15.00	0.25
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	5	0.00	0.00	0.00
FROM TERRITORIES :	0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	69	25.00	5.00	0.55
FROM OTHER GOV'T SOURCES- CONTACTS :	0	0.00	0.00	0.00
- REPORTS :	27	12.00	0.00	0.24
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		5.00	0.00	0.10
LEAVE, PROFESSIONAL DEVELOP :		10.00	0.00	0.20
J. SERVICE TO OTHER MISSION PROGRAMS :		15.00	0.00	0.30
***** TOTALS *****		100.00	100.00	3.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 23
FROM TERRIT : 8

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 1

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BUENOS AIRES

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	706	22.00	50.00	1.94
FROM TERRITORIES	482	9.00	17.00	0.69
B. VISITS TO CLIENTS IN TERRITORY VISITS	200	15.00	10.00	0.60
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	5	1.00	1.00	0.05
MISSIONS	5	6.00	7.00	0.33
OTHER	8	2.00	2.00	0.10
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	9	2.00	1.00	0.07
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	2	0.00	0.00	0.00
FROM TERRITORIES	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	1	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	24	4.00	2.00	0.14
FROM OTHER GOV'T SOURCES- CONTACTS	20	3.00	0.00	0.06
- REPORTS	15	2.00	0.00	0.04
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.00	1.00	0.23
LEAVE, PROFESSIONAL DEVELOP		18.00	6.66	0.56
J. SERVICE TO OTHER MISSION PROGRAMS		6.00	2.33	0.19
***** TOTALS *****		100.00	99.99	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 44
FROM TERRIT : 171

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 8

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : CARACAS

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES:				
FROM CANADA :	354	15.00	41.44	1.70
FROM TERRITORIES :	240	13.33	13.33	0.80
B. VISITS TO CLIENTS IN TERRITORY VISITS :	130	9.66	13.66	0.70
C. EXPORT PROMOTION PROJECTS & EVENTS FAIRS :	0	1.00	0.00	0.03
MISSIONS :	5	12.00	3.33	0.46
OTHER :	11	3.66	1.66	0.16
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	8	5.66	5.00	0.32
E. INVESTMENT/PROMOTION ENQUIRIES FROM CANADA :	3	1.00	0.00	0.03
FROM TERRITORIES :	8	1.66	0.00	0.05
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	0	3.66	0.00	0.11
FROM OTHER GOV'T SOURCES- CONTACTS :	23	1.00	0.00	0.03
- REPORTS :	1	8.33	4.00	0.37
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		12.00	0.00	0.36
LEAVE, PROFESSIONAL DEVELOP :		11.66	16.66	0.85
J. SERVICE TO OTHER MISSION PROGRAMS :		0.33	0.66	0.03
***** TOTALS *****		99.95	99.96	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 31
FROM TERRIT : 63

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 5

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : LIMA

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	393	17.50	39.50	1.14
FROM TERRITORIES	455	12.00	34.00	0.92
B. VISITS TO CLIENTS IN TERRITORY	62	6.50	14.50	0.42
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	1	0.00	3.00	0.06
MISSIONS	6	11.50	3.00	0.29
OTHER	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	0	1.00	2.00	0.06
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	4	0.50	0.50	0.02
FROM TERRITORIES	65	8.00	3.00	0.22
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	7	3.50	0.00	0.07
CONNECTIONS ARRANGED	13	1.50	0.50	0.04
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	0	0.00	0.00	0.00
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	0	2.50	0.00	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	0	6.50	0.00	0.13
- REPORTS	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		8.50	0.00	0.17
LEAVE, PROFESSIONAL DEVELOP		13.00	0.00	0.26
J. SERVICE TO OTHER MISSION PROGRAMS		7.50	0.00	0.15
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 54
FROM TERRIT : 185

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 12

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SANTIAGO

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	452	32.50	25.00	1.15
FROM TERRITORIES :	520	21.50	30.50	1.04
B. VISITS TO CLIENTS IN TERRITORY VISITS :	41	3.50	8.00	0.23
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	5	5.50	12.50	0.36
MISSIONS :	6	11.50	4.50	0.32
OTHER :	0	0.00	0.00	0.00
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	14	3.00	10.00	0.26
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	1	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA :	1	0.00	7.50	0.15
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	0	0.00	0.00	0.00
FROM OTHER GOV'T SOURCES- CONTACTS :	18	1.00	2.00	0.06
- REPORTS :	3	2.50	0.00	0.05
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		3.00	0.00	0.06
LEAVE, PROFESSIONAL DEVELOP :		16.00	0.00	0.32
J. SERVICE TO OTHER MISSION PROGRAMS :		0.00	0.00	0.00
***** TOTALS *****		100.00	100.00	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 36
FROM TERRIT : 57

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 24

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SAO PAULO

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 522	22.50	35.00	1.85
FROM TERRITORIES	: 463	5.50	20.50	0.93
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 115	7.50	12.25	0.64
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 5	4.00	5.25	0.29
MISSIONS	: 7	7.00	16.50	0.80
OTHER	: 2	0.00	2.50	0.10
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 6	5.00	2.00	0.18
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 0	0.00	0.00	0.00
FROM TERRITORIES	: 0	0.00	0.00	0.00
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.00	0.00
CONNECTIONS ARRANGED	: 0	0.00	0.00	0.00
G. PARTICIP'TN IN PRDG-RELATED EVENTS IN CANADA	: 1	1.50	0.00	0.03
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 14	5.00	1.25	0.15
FROM OTHER GOV'T SOURCES- CONTACTS	: 23	2.50	2.00	0.13
- REPORTS	: 12	2.50	1.75	0.12
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		14.00	0.00	0.28
LEAVE, PROFESSIONAL DEVELOP		16.50	1.00	0.37
J. SERVICE TO OTHER MISSION PROGRAMS	:	6.50	0.00	0.13
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 65
FROM TERRIT : 0

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 3

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 3 OF FISCAL YEAR 1987

UNITED STATES

REGION	UNITED STATES		NUMBER	% OFFICER-TIME CANADA	% OFFICER-TIME LOCAL-ENG	TOTAL-TIME PERCENT
EXPORT ENQUIRIES	FROM CANADA		6200	12.27	20.57	15.36
	FROM TERRITORIES		5593	2.84	15.55	10.70
VISITS TO CLIENTS IN TERRITORY		VISITS		8.45	10.31	7.45
EXPORT PROMOTION PROJECTS & EVENTS		FAIRS	97	3.92	10.20	3.64
		MISSIONS		1.39	0.39	2.37
		OTHER		0.91	0.91	3.70
COMMERCIAL / ECONOMIC INVESTMENT/PROMOTION		COMPLETED		3.77	2.59	2.59
		FROM CANADA			0.37	0.63
		TERRITORIES			2.11	3.21
TECHNOLOGY INFLOW PROGRAMS		ENR'S FRM CANADA	75	1.16	0.53	0.54
		CONNECTIONS ARRANGED	35	0.15	0.67	0.56
PARTICIPATION IN PROG-RELATED EVENTS IN CANADA			47	1.16	1.94	2.35
SERVICE REQUESTS FRM GOV'T SOURCES		DEA REQUESTS	116	2.00	1.79	1.34
		FROM OTHER GOV'T SOURCES	479	2.48	2.16	2.75
		REFLECTS	44	0.94	1.37	0.94
ADMINISTRATION		PROGRAM MANAGEMENT & ADMIN		11.34	3.29	7.17
		LEAVE - PROFESSIONAL - DEVELOP		11.81	10.07	6.40
SERVICE TO OTHER MISSION PROGRAMS				1.77	0.56	4.28
TOTALS				99.93	97.93	60.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 1799
 FROM TERRITORY : 3269

NUMBER OF PENDING APPLICATIONS COMMENTED ON : 336

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 37
 - LOCALLY-ENGAGED : 43

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

87/12/23

FOR QUARTER 2 OF FISCAL YEAR 1987

REGION : UNITED STATES

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	6200	12.27	25.67	15.58
FROM TERRITORIES	5595	9.64	16.58	10.70
B. VISITS TO CLIENTS IN TERRITORY VISITS :	1211	8.45	10.51	7.65
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	99	3.37	10.20	5.64
MISSIONS :	41	3.35	3.32	2.67
OTHER :	109	3.81	5.51	3.78
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	198	3.97	2.58	2.58
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	278	1.27	0.37	0.63
FROM TERRITORIES :	905	6.21	2.11	3.21
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	75	1.16	0.53	0.66
CONNECTIONS ARRANGED :	55	0.56	0.67	0.50
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA :	47	5.13	1.04	2.35
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	116	2.00	1.39	1.34
FROM OTHER GOV'T SOURCES- CONTACTS :	495	2.48	2.02	1.79
- REPORTS :	44	0.94	1.37	0.94
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		15.54	3.18	7.12
LEAVE, PROFESSIONAL DEVELOP :		11.81	10.02	8.68
J. SERVICE TO OTHER MISSION PROGRAMS :		7.97	2.86	4.18
***** TOTALS *****		99.93	99.93	80.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 1798
FROM TERRIT : 3588

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 336

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 37
- LOCALLY-ENGAGED : 43

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : ATLANTA

	NUMBER	% OFFICER-TIME CANADA	TOTAL-TIME LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	300	12.00	27.00	1.44
FROM TERRITORIES	378	5.00	14.00	0.71
B. VISITS TO CLIENTS IN TERRITORY : VISITS :	55	11.00	5.00	0.53
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	10	2.00	9.00	0.42
MISSIONS	5	20.00	0.00	0.60
OTHER	5	2.00	2.00	0.14
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	21	3.00	5.00	0.29
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	24	1.00	1.00	0.07
FROM TERRITORIES	27	3.00	3.00	0.21
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	8	0.00	3.00	0.12
CONNECTIONS ARRANGED :	17	0.00	4.00	0.16
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	1	6.00	0.00	0.18
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	11	3.00	2.00	0.17
FROM OTHER GOV'T SOURCES- CONTACTS :	54	1.00	6.00	0.27
- REPORTS :	3	0.00	2.00	0.08
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		10.00	1.00	0.34
LEAVE, PROFESSIONAL DEVELOP :		19.00	3.00	0.69
J. SERVICE TO OTHER MISSION PROGRAMS :		2.00	13.00	0.58
***** TOTALS *****		100.00	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 218
FROM TERRIT : 279

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 63

NUMBER OF OCCUPIES OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BOSTON

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	235	10.50	24.75	1.20
FROM TERRITORIES	139	6.00	17.50	0.82
B. VISITS TO CLIENTS IN TERRITORY VISITS	93	8.00	13.25	0.69
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	0	0.00	0.00	0.00
MISSIONS	2	5.00	0.00	0.10
OTHER	4	2.00	1.00	0.08
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	15	7.50	2.75	0.26
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	3	0.00	0.50	0.02
FROM TERRITORIES	14	4.00	0.50	0.10
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	20	0.00	2.50	0.10
CONNECTIONS ARRANGED	20	0.00	2.75	0.11
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	4	15.00	0.00	0.30
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	5	1.00	0.50	0.04
FROM OTHER GOV'T SOURCES- CONTACTS	40	3.50	3.00	0.19
- REPORTS	1	0.00	0.50	0.02
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		8.50	0.00	0.17
LEAVE, PROFESSIONAL DEVELOP		19.50	30.50	1.61
J. SERVICE TO OTHER MISSION PROGRAMS		9.50	0.00	0.19
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 54
FROM TERRIT : 132

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 16

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : BUFFALO

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	463	12.00	30.00	1.02
FROM TERRITORIES	221	15.00	25.00	0.90
B. VISITS TO CLIENTS IN TERRITORY VISITS	22	3.00	3.66	0.14
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	2	0.00	10.66	0.32
MISSIONS	4	12.00	15.66	0.59
OTHER	4	7.00	0.00	0.07
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	5	3.00	0.00	0.03
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	1	1.00	0.00	0.01
FROM TERRITORIES	9	5.00	0.00	0.05
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	3	1.00	0.00	0.01
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	2	3.00	0.00	0.03
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	31	15.00	0.00	0.15
FROM OTHER GOV'T SOURCES- CONTACTS	18	2.00	2.00	0.08
- REPORTS	6	2.00	1.00	0.05
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		12.00	5.66	0.29
LEAVE, PROFESSIONAL DEVELOP		0.00	6.33	0.19
J. SERVICE TO OTHER MISSION PROGRAMS		7.00	0.00	0.07
***** TOTALS *****		100.00	99.97	4.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 176
FROM TERRIT : 55

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 7

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 1
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : DALLAS

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	256	5.66	27.00	0.71
FROM TERRITORIES	357	11.33	10.50	0.55
B. VISITS TO CLIENTS IN TERRITORY VISITS	57	17.00	9.50	0.70
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	4	5.66	23.50	0.64
MISSIONS	3	4.66	6.00	0.26
OTHER	7	2.00	0.00	0.06
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	7	1.33	2.50	0.09
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	1	0.00	0.00	0.00
FROM TERRITORIES	26	3.33	0.50	0.11
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	0	0.00	0.00	0.00
CONNECTIONS ARRANGED	0	0.00	0.00	0.00
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	2	4.33	0.00	0.13
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	6	0.33	10.00	0.21
FROM OTHER GOV'T SOURCES- CONTACTS	7	0.66	0.00	0.02
- REPORTS	1	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		23.33	0.50	0.71
LEAVE, PROFESSIONAL DEVELOP		18.00	10.00	0.74
J. SERVICE TO OTHER MISSION PROGRAMS		2.33	0.00	0.07
***** TOTALS *****		99.95	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 121
FROM TERRIT : 20

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 44

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : NEW YORK, CONSULATE GENERAL

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	1324	10.20	28.66	2.23
FROM TERRITORIES	890	3.60	18.66	1.30
B. VISITS TO CLIENTS IN TERRITORY VISITS :	119	9.20	7.33	0.90
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	15	3.00	11.50	0.84
MISSIONS	4	0.00	3.33	0.20
OTHER	9	0.80	11.83	0.75
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	25	5.80	0.66	0.33
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	217	3.00	0.00	0.15
FROM TERRITORIES	494	11.60	0.16	0.59
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	5	1.60	0.00	0.08
CONNECTIONS ARRANGED :	2	0.00	0.00	0.00
G. PARTICPT'N IN PRDG-RELATED EVENTS IN CANADA :	11	6.40	3.66	0.54
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	6	0.40	0.50	0.05
FROM OTHER GOV'T SOURCES- CONTACTS :	30	7.80	0.00	0.39
- REPORTS :	0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		13.60	2.33	0.82
LEAVE, PROFESSIONAL DEVELOP :		19.00	11.33	1.63
J. SERVICE TO OTHER MISSION PROGRAMS :		4.00	0.00	0.20
***** TOTALS *****		100.00	99.95	11.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 330
FROM TERRIT : 836

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 0

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 5
- LOCALLY-ENGAGED : 6

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : WASHINGTON

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	781	26.66	22.50	1.25
FROM TERRITORIES	418	5.00	3.00	0.21
B. VISITS TO CLIENTS IN TERRITORY VISITS	47	3.33	13.00	0.36
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	5	0.66	10.00	0.22
MISSIONS	0	0.00	0.00	0.00
OTHER	23	7.00	15.50	0.52
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	69	16.00	11.50	0.71
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	3	0.33	0.00	0.01
FROM TERRITORIES	12	1.33	0.50	0.05
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	6	2.33	0.00	0.07
CONNECTIONS ARRANGED	2	0.33	0.00	0.01
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA	2	3.66	0.00	0.11
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	1	0.00	1.00	0.02
FROM OTHER GOV'T SOURCES- CONTACTS	71	0.00	0.00	0.00
- REPORTS	16	5.00	10.50	0.36
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		10.66	2.50	0.37
LEAVE, PROFESSIONAL DEVELOP		14.66	8.50	0.61
J. SERVICE TO OTHER MISSION PROGRAMS		3.00	1.50	0.12
***** TOTALS *****		99.95	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 159
FROM TERRIT : 185

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 7

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

87/12/23

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : CHICAGO

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	185	10.50	6.75	0.48
FROM TERRITORIES	305	10.50	17.25	0.90
B. VISITS TO CLIENTS IN TERRITORY VISITS :	25	2.50	3.00	0.17
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	17	1.00	25.75	1.05
MISSIONS	1	0.50	0.25	0.02
OTHER	14	2.50	15.50	0.67
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	7	1.50	0.50	0.05
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	3	0.00	1.25	0.05
FROM TERRITORIES	169	22.00	7.00	0.72
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	1	0.50	0.00	0.01
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICIP'TN IN PRDG-RELATED EVENTS IN CANADA :	0	4.00	0.00	0.08
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	9	0.50	2.75	0.12
FROM OTHER GOV'T SOURCES- CONTACTS :	3	0.00	0.50	0.02
- REPORTS :	1	0.00	0.30	0.02
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		13.50	10.25	0.68
LEAVE, PROFESSIONAL DEVELOP :		9.50	7.25	0.48
J. SERVICE TO OTHER MISSION PROGRAMS :		21.00	1.50	0.48
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 131
FROM TERRIT : 892

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 1

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : CLEVELAND

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	438	11.66	23.50	0.82
FROM TERRITORIES	614	16.33	19.00	0.87
B. VISITS TO CLIENTS IN TERRITORY VISITS :	61	5.00	12.50	0.40
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	8	0.00	11.00	0.22
MISSIONS :	4	1.66	5.00	0.15
OTHER :	19	17.66	9.00	0.71
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	13	1.66	2.50	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	22	5.00	2.50	0.20
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	1.66	0.00	0.05
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	2	2.66	0.00	0.08
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	12	3.33	0.00	0.10
FROM OTHER GOV'T SOURCES- CONTACTS :	0	0.00	0.00	0.00
- REPORTS :	1	0.33	0.00	0.01
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		10.66	0.00	0.32
LEAVE, PROFESSIONAL DEVELOP :		14.66	0.00	0.44
J. SERVICE TO OTHER MISSION PROGRAMS :		7.66	15.00	0.53
***** TOTALS *****		99.93	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 66
FROM TERRIT : 200

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 9

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : DETROIT

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	502	18.33	20.25	1.36
FROM TERRITORIES	466	4.33	23.25	1.06
B. VISITS TO CLIENTS IN TERRITORY VISITS	192	11.66	15.75	0.98
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	3	0.00	0.75	0.03
MISSIONS	6	1.66	0.75	0.08
OTHER	3	3.33	2.50	0.20
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	11	3.33	9.00	0.46
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	10	3.33	0.50	0.12
FROM TERRITORIES	59	3.66	6.00	0.35
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	2	0.33	0.00	0.01
CONNECTIONS ARRANGED	1	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	11	3.33	2.50	0.20
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	4	3.33	0.75	0.13
FROM OTHER GOV'T SOURCES- CONTACTS	133	2.33	0.00	0.07
- REPORTS	4	0.00	5.25	0.21
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		34.33	5.25	1.24
LEAVE, PROFESSIONAL DEVELOP		0.00	7.50	0.30
J. SERVICE TO OTHER MISSION PROGRAMS		6.66	0.00	0.20
***** TOTALS *****		99.94	100.00	7.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 118
FROM TERRIT : 160

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 9

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 4

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : LOS ANGELES

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	636	2.00	23.33	0.80
FROM TERRITORIES	681	20.00	11.66	1.35
B. VISITS TO CLIENTS IN TERRITORY VISITS	134	5.00	28.33	1.10
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	21	3.00	9.00	0.42
MISSIONS	5	0.00	2.00	0.06
OTHER	4	0.60	0.66	0.05
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	8	1.60	0.66	0.10
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	5	2.80	0.33	0.15
FROM TERRITORIES	21	8.60	2.00	0.49
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	25	3.00	0.00	0.15
CONNECTIONS ARRANGED	2	1.00	0.66	0.07
G. PARTICIP'T'N IN PROG-RELATED EVENTS IN CANADA	1	1.00	0.66	0.07
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	11	1.20	1.33	0.10
FROM OTHER GOV'T SOURCES- CONTACTS	29	0.20	1.00	0.04
- REPORTS	5	1.00	0.00	0.05
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN.		19.00	7.00	1.16
LEAVE, PROFESSIONAL DEVELOP		8.00	4.33	0.53
J. SERVICE TO OTHER MISSION PROGRAMS		22.00	7.00	1.31
***** TOTALS *****		100.00	99.95	8.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 145
FROM TERRIT : 6

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 110

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 5
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : MINNEAPOLIS

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	514	14.00	29.00	1.15
FROM TERRITORIES :	482	9.00	25.33	0.94
B. VISITS TO CLIENTS IN TERRITORY VISITS :	163	6.50	13.66	0.54
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	7	23.50	6.66	0.67
MISSIONS :	1	3.50	0.33	0.08
OTHER :	7	3.00	4.33	0.19
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED :	5	2.50	1.00	0.08
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	6	0.50	0.66	0.03
FROM TERRITORIES :	23	3.50	2.00	0.13
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	0	0.00	0.00	0.00
CONNECTIONS ARRANGED :	0	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA :	3	6.00	0.33	0.13
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	4	0.50	1.00	0.04
FROM OTHER GOV'T SOURCES- CONTACTS :	77	4.00	4.33	0.21
- REPORTS :	2	1.00	0.66	0.04
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN. :		7.50	4.33	0.28
LEAVE, PROFESSIONAL DEVELOP :		12.50	6.00	0.43
J. SERVICE TO OTHER MISSION PROGRAMS :		2.50	0.33	0.06
***** TOTALS *****		100.00	99.95	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 137
FROM TERRIT : 491

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 10

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 3

TRADE TRACKING SYSTEM

WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

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FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SAN FRANCISCO

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG TOTAL-TIME	PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA :	187	18.33	25.00	1.05
FROM TERRITORIES :	460	11.66	17.50	0.70
B. VISITS TO CLIENTS IN TERRITORY	135	13.33	15.00	0.70
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS :	5	3.33	11.00	0.32
MISSIONS :	3	2.66	10.00	0.28
OTHER :	7	1.66	1.50	0.08
D. COMMERCIAL & ECONOMIC REPORTS COMPLETED	5	3.33	5.00	0.25
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA :	0	0.00	0.00	0.00
FROM TERRITORIES :	20	5.00	2.50	0.20
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA :	5	1.66	0.00	0.05
CONNECTIONS ARRANGED :	3	5.00	0.00	0.15
G. PARTICIP'TN IN PROG-RELATED EVENTS IN CANADA :	4	10.00	1.50	0.33
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS :	6	5.00	0.50	0.16
FROM OTHER GOV'T SOURCES- CONTACTS :	10	6.66	1.50	0.23
- REPORTS :	4	3.33	0.00	0.10
I. ADMINISTRATION: PROGRAM MANAGEMENT & ADMIN. :		8.33	0.00	0.25
LEAVE, PROFESSIONAL DEVELOP :		0.00	9.00	0.18
J. SERVICE TO OTHER MISSION PROGRAMS :		3.33	5.00	0.20
***** TOTALS *****		99.94	100.00	5.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 50
FROM TERRIT : 180

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 35

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 3
- LOCALLY-ENGAGED : 2

TRADE TRACKING SYSTEM

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WORKLOAD AND OFFICER SUMMARY
ACTIVITY REPORT

FOR QUARTER 2 OF FISCAL YEAR 1987

POST : SEATTLE

	NUMBER	% OFFICER-TIME CANADA	LOC-ENG	TOTAL-TIME PERSON-QTR
A. EXPORT ENQUIRIES				
FROM CANADA	: 379	16.50	43.50	2.07
FROM TERRITORIES	: 186	6.00	6.75	0.39
B. VISITS TO CLIENTS IN TERRITORY	VISITS : 108	10.50	5.75	0.44
C. EXPORT PROMOTION PROJECTS & EVENTS				
FAIRS	: 2	5.50	9.50	0.49
MISSIONS	: 3	1.00	5.75	0.25
OTHER	: 3	5.50	3.75	0.26
D. COMMERCIAL / ECONOMIC REPORTS COMPLETED	: 7	3.00	0.00	0.06
E. INVESTMENT/PROMOTION ENQUIRIES				
FROM CANADA	: 5	1.00	0.00	0.02
FROM TERRITORIES	: 9	0.50	0.00	0.01
F. TECHNOLOGY INFLOW PROGRAM ENGR'S FRM CANADA	: 0	0.00	0.25	0.01
CONNECTIONS ARRANGED	: 8	0.00	0.00	0.00
G. PARTICPT'N IN PROG-RELATED EVENTS IN CANADA	: 4	5.00	1.75	0.17
H. SERVICE REQUESTS FM GOV'T SOURCES-DEA REPTS	: 10	1.00	0.75	0.05
FROM OTHER GOV'T SOURCES- CONTACTS	: 23	1.50	6.00	0.27
- REPORTS	: 0	0.00	0.00	0.00
I. ADMINISTRATION:				
PROGRAM MANAGEMENT & ADMIN.		24.50	0.00	0.49
LEAVE, PROFESSIONAL DEVELOP		10.00	16.25	0.85
J. SERVICE TO OTHER MISSION PROGRAMS		8.50	0.00	0.17
***** TOTALS *****		100.00	100.00	6.00

NUMBER OF BUSINESS VISITORS FROM CANADA : 93
FROM TERRIT : 152

NUMBER OF PEMD APPLICATIONS COMMENTED ON: 25

NUMBER OF OCCUPIED OFFICER POSITIONS - CANADA-BASED : 2
- LOCALLY-ENGAGED : 4

